A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 27, 1965

PERU:

on-the-scene Trade Mission Report

TELEX COMMUNICATIONS—In separate releases, ITT World Communications Inc., New York City, and RCA Communications Inc., New York City have announced the inauguration of telex communications with the Soviet Union, enabling subscribers to "talk" to each other via teleprinter for the first time. The cost to communicate by teleprinter through either corporation's service is $3.00 a minute for a 3-minute minimum. Government, press and business agencies are expected to be principal users.

OCEAN LINERS—Farrell Lines Inc. of New York has announced that the maiden sailing of its Australian service will be the SS. Australian Galaxy on September 28. The sailing will inaugurate Farrel's Australian/New Zealand trade route recently purchased from United States lines. Cargo booked for the vessel includes un-boxed automobiles, tobacco, nitric acid, auto parts, lubricating oils, rubber accelerators, synthetic resins, insecticides, medicines, film and printing paper.

MILL EQUIPMENT—An order for equipment to extend facilities in an existing 28" structural steel mill has been received by Birdsboro Corp., Birdsboro, Pa., from the Turkish Iron and Steel Industries Company. The Birdsboro Machinery is expected to increase capacity of the steel mill by providing additional mill outlets. It is scheduled for delivery in November 1965.

PETROLEUM—Rheem Manufacturing Co., New York will purchase the fixed assets and inventories of Vulcan Steel Tank Corp., Tulsa, Oklahoma. Rheem with 20 U.S. plants and 60 plants operated by subsidiaries and affiliates in 23 nations abroad, makes steel shipping containers, automatic storage water heaters, heating and air conditioning equipment and other products.

ANALOG COMPUTING SYSTEM—Sale of a large analog computing system to the Citroen Corp. in France has been announced by Electronic Associates, Inc., West Long Branch, New Jersey. The 231 R-V Analog Computing System, designed for high-speed iterative calculations and hybrid simulation, is valued at $212,000 and will be delivered by the end of the year.

Business Bulletins

from around the world

AUSTRALIA—U.S. share of Australian import market increased from 22.9% in fiscal 1964 to 23.8% for the fiscal year ending June 30, whereas United Kingdom share fell from 27.8 to 26.2%. Value of imports from U.S. totaled over $775.3 million in fiscal 1965, rise of $166.4 million over previous year.

GREECE—President of Public Power Corp., quasi-Governmental agency administering country's public power system, announces 10-year (1965-74) electrification program, to include construction of hydroelectric station at Polyfiton on Aliakmon River (2 units totalling 118,000 kw.), establishment of fourth and fifth unit (each 150,000 kw.) at Ptolemais thermal station, other major projects.

IVORY COAST—Construction of $2.8 million jute bag factory begun. *La Societe de la Filature de Tissage de Sac* (FILTISAC) to produce five to six million jute sacks a year for coffee and cocoa bean packaging. Production using imported fibers will begin in fall, 1966.

LEBANON—Sugar candy removed from list of products requiring prior import license.

MEXICO—Instituto Mexicano de Petroleo created by Presidential Decree to further develop petroleum and petrochemical industries through technical training and interchange of ideas within industries and with similar agencies abroad. Institute to be established near Mexico City with initial capital of $2 million. PEMEX (Mexican petroleum monopoly) charged with its organization, and PEMEX's Director General to be Institute's first President. Donations from PEMEX and private petrochemical companies will help finance it.

Alumex, S.A. formed by American and Foreign Power, Inc., and American Metals Climax, Inc., to erect $3.5 million aluminum sheet plant in Puebla. Production should begin in late 1966.

Fabrica Nacional de Vidrio, S.A., manufacturer of glass bottles and containers, established two subsidiaries in Mexico City, one to produce plate and industrial glass and other to manufacture porcelainized and decorative glass items. Fast-growing glass industry exported, in 1963, glass products worth $3.3 million, of which 53% went to U.S.

NETHERLANDS—Total January-June imports amounted to $3,554 million, 1% increase over like period 1964. Imports from U.S. declined 10% to $338 million. U.S. market share fell to 9.5%, compared with 10.6% in first half of 1964.

SPAIN—Government order issued approving Concerted Action Program in the flour sector. Plan calls for restructuring of flour milling industry, expanded production and exports, through modernization of methods, and productive facilities. Government will help with credits and tax incentives. Concerted Action Programs are underway in other industries, including coal and paper.

Preliminary customs figures show that imports, which had fallen in May and June after reaching a record high in April, rose by 7% during July to total $256 million. Exports during July rose to $71.1 million. Comparison of cumulative figures for first seven months of 1965 with corresponding period last year shows increase of 30% in imports and drop of 6% in exports. Over same period, trade deficit has risen from $748 million at end of July 1964 to $1,164 million at end of July 1965.

UNITED KINGDOM—Provisional investment figures recently released by Board of Trade indicate that rate of manufacturing investment in Britain is slackening. However, Board of Trade remains confident that its forecast of record industrial investment for 1965 is correct in spite of squeeze on credit and tax uncertainties.

Deliveries of refrigerators to home market were up 15% during first seven months of 1965 compared with same period in 1964. Deliveries totaled 726,437 in 1965, compared with 631,047 in 1964.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $22.00 additional for postage. Make remittance payable to the Superintendent of Documents, and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Give needles, yarn and homespun to Peruvian Indian children, aged 6 to 16, and you are sure to get vivid results. These embroideries, reflecting daily life in the Quechua Indian village of Chijnaya, were made by village children at the invitation of the Peace Corps—and upon the suggestion of Corpsman Robert Purser. The wall hangings are now touring the United States under Smithsonian Institution auspices. Opportunities in Peru for U.S. exporters are discussed by returning Trade Mission members on pages 2 to 20 of this issue.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

September 27, 1965 Volume 71, Number 39

Special Report

Peruvians interested in numerous U.S. products
Pages 2–20

Investment opportunities—pages 39–43

FEATURES

21 Leading jurists from more than 115 nations hold second conference on peace through law, blueprinting attack on 12 major problem areas

22 Hawaiian Field Office actively involved in export expansion effort of nation's 50th state, can report many success stories in its four-year history

25 Committee of American Steamship Lines charts overseas trade for U.S. firms, large or small, in program designed to strengthen economy

27 Progress of Latin American Free Trade Association toward goals at end of fifth year uncertain; annual session delayed, may be held in November

TRADE FAIRS AND CENTERS

29 West German national trade fair in Stuttgart features radio and TV equipment, draws more than half a million visitors, indicating strong market

30 Packaging machinery show at the Trade Center in Milan draws numerous interested visitors and buyers who talk business with representatives

WORLDWIDE BUSINESS OUTLOOK

34 Mexico's industrial and commercial activity in January-June period compares favorably with first half of 1964 although growth rate not up to last year's

37 Guatemalan economy remains strong in second quarter; delay in granting special benefits doesn't discourage investment applications; farm outlook good

FOREIGN GOVERNMENT ACTIONS

38 Iranian Government tightens credit and import controls by raising commercial bank and letter of credit deposit requirements with Central Bank

WORLD TRADE OPPORTUNITIES

44 Several projects opened abroad

46 Leads for exporters

55 International representation

57 Leads for importers

57 Visiting buyers and officials

58 Future construction

New Books and Reports, page 60

Peru offers potpourri of market possibilities

U.S. group, five from business and two from Commerce, visit four cities, bring back 320 specific leads

By LOUIS A. SPAGNA
Trade Development Officer
U.S. Mission to Peru

"Opportunities in Peru are abundant; the diversity of needed products and industries offers the U.S. manufacturer a chance to establish new business relationships," says Rolando Ramos.

". . . the market for processed foods has exceptional growth potential," says Waldo Heron.

"The present pace of home construction is somewhere between five and six thousand units a year This is apparently less than half of the demand increase . . .," says Gerald Barton.

"A number expressed interest in communicating with U.S. manufacturers and exporters of a variety of products including tractors, spare parts for agricultural machinery, consumer goods, and replacement of industrial equipment," Ernest Schofield reports.

"To me, it is still obvious that U.S. businessmen are not conscious of opportunities in international trade. In practically all chamber of commerce or trade association offices in Peru, one finds little literature of any kind from the United States," said Melvin Zurn.

These messages come to U.S. businessmen from a Trade Mission just back from a month's stay in Peru. The group, sent by the Commerce Department's Bureau of International Commerce (BIC), visited the country Aug. 2-28.

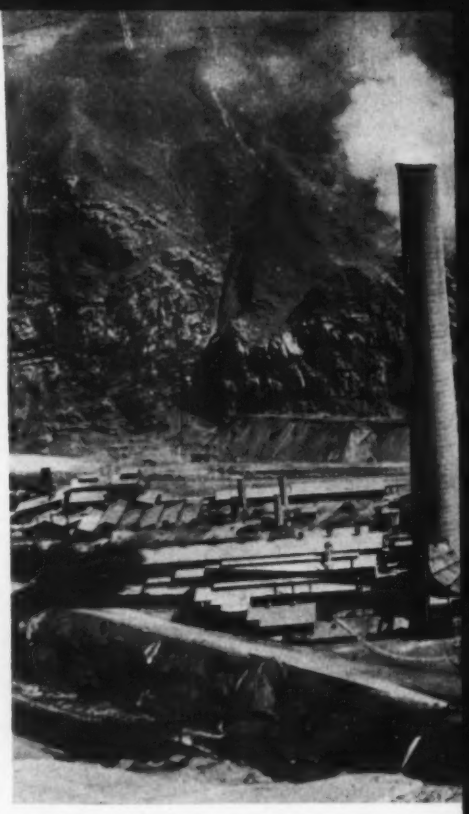
The Mission's purpose was to stimulate trade between U.S. businessmen and their Peruvian counterparts. The realization of this objective was brought a step closer as the five members found favorable reactions—from businessmen in Lima, Piura, Iquitos, and Arequipa—to 176 of the 248 business proposals they carried with them. Some of the proposals were of interest to as many as seven firms, so that in all, almost 400 contacts were established between U.S. and Peruvian firms.

Through personal interviews and plant visits, the Mission developed 320 trade and investment opportunities for the U.S. business community, of which 233 were for exports, 17 for imports, and 70 for joint venture and licensing agreements. Most of these opportunities are presented in this issue of INTERNATIONAL COMMERCE, in the World Trade and Investment Opportunities sections (see pages 39 through 59).

During its four-week stay, the Mission set up Business Information Centers in Lima, Piura, Iquitos and Arequipa. The Mission members had the opportunity, while touring the Provinces, to visit such varied installations as a cotton gin in Piura, a petroleum refinery on the banks of the Amazon river near Iquitos, and a condensed milk plant in Arequipa. In all, the Mission visited 59 plant and construction sites.

Bradley Murray, special assistant to the BIC Director, served as Director of the Mission. Reports from the Commerce Department Peruvian Desk Officer, the Commercial Attache at the U.S. Embassy in Lima, and each of the five businessmen members of the Mission are presented on the following pages.

U.S. firms interested in more specific details of the Mission's findings, or desiring information on how to enter the Peruvian market, are invited to get in touch with their nearest Department of Commerce Field Office.



LA OROYA FOUNDRY nestles in the valley of Peru'

Government representation

Peru is represented in the United States by an Ambassador in Washington, D.C., at 1320 16th St. NW., 20036; and by consuls general in Los Angeles, San Francisco, Miami, Chicago, New Orleans, New York, Portland, Philadelphia, and Houston. A number of honorary consular officers are located throughout the country.

The United States maintains an Embassy in Lima and consular and other officers in Lima and in Arequipa, Peru.

the author

Louis A. Spagna is an international trade specialist in the Commerce Department's Bureau of International Commerce.

Before associating himself with the Commerce Department, Spagna served as an export traffic assistant with the Food Machinery and Chemical Corporation's International Chemical Division.

Fluent in Spanish, Spagna is doing graduate work in international marketing and management at George Washington University.

Mantaro River. Mission members found a number of good opportunities for U.S. capital to aid in the building or re-equipping of Peruvian industrial ventures.

Trade outlook favorable

Peru's growing economy, ample reserves, familiarity with U.S. goods boon to exporters

By RICHARD H. MULLINS
American Republics Division, BIC

The outlook for U.S. exports to Peru remains highly favorable, based on an expanding Peruvian economy, almost complete freedom from import restrictions, sufficient reserves of foreign exchange to finance growing import purchases, and a generally ready reception of U.S. products.

MULLINS

Although U.S. businessmen face strong competition, principally from Europe and Japan, they have many advantages and should increase their volume of sales if they familiarize themselves with the Peruvian market and employ good techniques of salesmanship and representation.

Peru's economy has grown rapidly in recent years. The gross national product increased at an average annual rate of 5.9% in real terms between 1960 and 1964. Between 1960 and 1963 industrial output grew 7.1% annually and industry's share of the GNP increased from 15% to 19.5%.

Need capital goods

Nondurable consumer goods accounted for 69% of industrial output in 1963, with foods, beverages, and textiles accounting for almost half of total gross output by value. As the majority of Peruvian industry produces for domestic consumer markets, much of the country's requirements of capital goods must be imported, and it is in this general area that U.S. manufacturers are in an especially favorable position to compete.

Of 15 distinct industries, during the 1960-63 period, 7 grew at an annual rate higher than the overall industrial average. The most rapidly advancing was metalworking, which expanded at an average of 13.1% a year. Others with above average growth were printing, 12.3%; chemicals, 12.0%; wood and lumber, 9.3%; beverages, 9.3%; pulp and paper, 9.2%, and shoes and ready-made clothing, 8.1%. In addition to these industries, specific groups in other less rapidly growing industries have shown outstanding growth. An example of these is the fishmeal sector, which is included statistically as part of the otherwise slow growing food industry. Especially rapid growth during the remainder of the 1960's decade is anticipated in chemicals, fertilizers, synthetic fibers, pharmaceuticals, plastics, and boatbuilding.

Growth of output in many of these areas is a result of rapidly growing internal demand which is causing investors to add new production facilities and to expand existing plants in many of the industries. At the same time, some of the old factories are being renovated and equipped with new machinery.

Foreign trade doubles

Peru's foreign trade has more than doubled in the past six years; exports ex-

panded from $314 million in 1959 to $667 million in 1964 and imports increased from $293 million to $580 million. Growth of the mining and agricultural export sector have comprised much of Peru's increase in exports, but the largest gain has been in the fishing sector. Last year fishmeal export earnings reached $143.4 million, the largest single export value, and sales abroad of other fish products added $24.1 million more.

This strong expansion of exports has provided earnings for purchase of foreign goods while also enabling the Government to maintain a favorable balance of payments and increase its reserves of foreign exchange from a year-end low of $5.7 million in December 1958 to $182.3 million on July 31, 1965.

U.S., international programs

Not to be excluded as an important factor in the economic development of the country and in contributing to a favorable payments balance is assistance granted Peru through the U.S. aid program and through international lending agencies.

While exports for the first six months of 1965 were up 7% over the same period in 1964, imports rose 15%. Projecting for the full year on the basis of first half data would put exports at about $715 million, compared with $667 million in 1964, and imports at around $680, compared with $580 million last year.

Although data from official Peruvian sources is not available on a country of origin basis for the first six months, U.S. Census Bureau statistics show an increase in U.S. shipments to Peru of 18% during January-June. If this rate were to continue for the full year, U.S. sales would reach about $260 million, up from $221 million in 1964. Based on these projections, the U.S. share of the Peruvian import market should remain roughly even with 1964's level of 40.7%.

Peru's currency stabilized in mid-1960, and since then has held steady at 26.82 soles per U.S. dollar. This is a freely fluctuating rate applicable to all persons or businesses both within Peru and abroad.

Trade barriers minimal

Technical trade barriers affect Peru only to a minimal extent. Importers are not required to obtain licenses for imports, except for about a dozen items, and no prior deposits are necessary. Exchange can be obtained readily. In the absence of such non-tariff trade barriers, imports into Peru are regulated by rates of import duties.

Although duties on most items lie within a relatively narrow range, they are on the high side on luxury and nonessential items and on goods similar to those produced within the country. Peru's development laws specifically provide for tariff protection to industries which are capable of supplying essentially all of Peru's domestic needs, and in recent years the Peruvian Government has applied this provision favorably to local producers.

At the same time, import duties on consumer goods not produced in Peru enter at relatively lower rates. Much machinery and equipment for use in mining, agriculture, and construction may be exempted from duties upon application to the Ministry of Development.

In addition, the basic Industrial Promotion Law of 1959 provides that firms producing goods essential to the economic development of the county may obtain total exoneration from import duties and additional taxes on new machinery and equipment that does not compete with that made in Peru and on raw materials and semi-finished goods not produced in the country or competitive with nationally produced raw materials. Manufacturers of non-basic products may be exempt from 50 to 100% of import duties on new machinery and equipment.

Because the United States has been Peru's leading supplier for many years, Peruvian businessmen are familiar with U.S. products and are usually in agreement that these goods are generally of unsurpassed quality. Nevertheless, they frequently purchase a lower priced product even though it may be of inferior quality because they find that the difference in quality is not commensurate with the price difference. Normally, other factors such as credit arrangements and service also are important and in most instances sales are made because the combination of factors is favorable.

Leading imports

The leading category of imports into Peru is machinery and equipment, including electrical and nonelectrical machinery and equipment and motor vehicles and transport equipment. As Peru produces only small amounts of these items, its needs are filled almost entirely by imports. Sales of U.S. goods in this category have been increasing steadily since 1959, although the U.S. share has diminished, largely due to strong competition from Japan and Europe.

Since many of the products included in this group are deemed essential to the development of the economy, duties are generally low and many items are subject to duty exonerations.

In view of programs for accelerating development of the economy and availability of foreign exchange, prospects are quite favorable for increases in imports of many kinds of machinery and equipment, particularly for use in agriculture, mining, road and airfield construction, and electric power generation. In motor vehicles, however, the composition of imports will change from assembled units to unassembled components.

Next in line

The combined imports of foodstuffs, beverages, and tobacco are second only to imports of machinery and apparatus in value, even though about half of Peru's working population is employed in agriculture. Foodstuffs imports have comprised more than 10% of all shipments by value, and the overall trend has been toward a growing dependence on imports to satisfy the country's food requirements.

Imports of wheat, malt, butter, canned milk, cheese, other dairy products, and meat, both live and processed, are rising. Although a significant portion of U.S. foodstuffs shipments to Peru has been made under the U.S. commodity surplus program, opportunities exist for the sale

of commodities other than wheat, rice, and edible oils, the most important P. L. 480 items.

Base metals in third place

Imports of base metals and their manufactures (excluding machinery and vehicles) are the third most important import category. The United States supplied less than one-fourth of Peru's imports of iron and steel semi-manufactures and manufactures of base metals, the major components of this category, in 1963.

Domestic production for local consumption includes copper wire, brass castings, lighting fixtures, and hardware items, and lead sheets and pipe. Generally, however, production is insufficient to supply local demands, and the difference is imported. The leading nonferrous imports are aluminum ingots, sheets and plates.

The domestic steel mill at Chimbote, which produces bars, plates, rods, frames, and wire, does not supply all of Peru's iron and steel requirements. Expansion of the furnace capacity is underway and the rolling mill is also to be expanded, but Peru will have to rely on significant imports for some years.

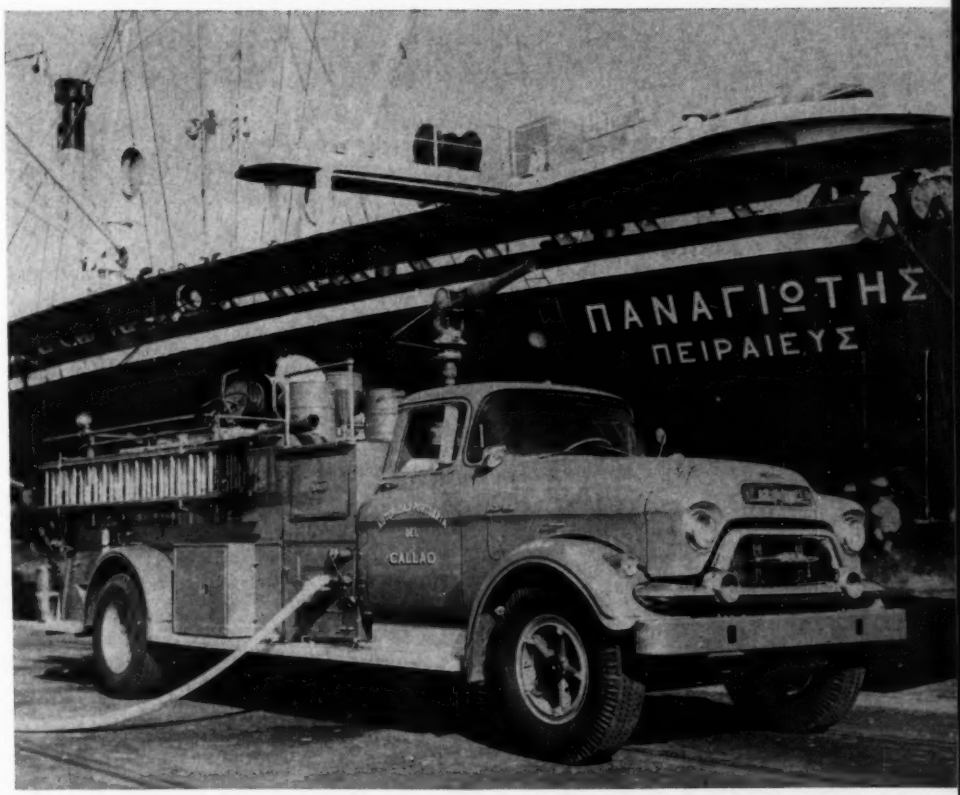
The Peruvian chemical industry is at an early stage of development and the country is dependent to a great extent on imports for a wide range of chemicals and chemical based products. In 1963, the latest year for which detailed figures are available, imports of chemicals, pharmaceuticals, and fertilizers totaled $43.7 million. Additional quantities of tanning, dyeing, and painting products and articles such as essential oils, perfumes, cosmetics, soaps, household polishers, and cleaners were purchased abroad.

Textiles protected

Peru's textile industry receives considerable tariff protection against foreign competition, and as a result duties on most items, except for certain yarns and fabrics and specialty items, are high. The major textile imports are special and technical textile articles (such as impregnated fabrics for rubber tires and fishing nets), artificial textile fibers, small made-up articles, and threads and yarns (chiefly synthetic textile yarns).

Peru's ability to supply its requirements for yarns and fibers has increased steadily in recent years, but it must still supplement domestic production with significant imports.

The most important imports of fuels and lubricants are diesel and fuel oil, lubricating oil, aviation gas, crude and partially refined petroleum, and paraffin paste. Peru imports from the United States much of its lubricating oils and greases, naphtha tar, paraffin paste, and various specially refined items, but most of the other products come from Venezuela and elsewhere in South America.



GENERAL MOTORS firetruck stands by as a merchantman takes on a Peruvian cargo at Port of Callao. The recent renovation of the port provided sales opportunities for a wide variety of imports from U.S.

Although Peru's refineries are expected to import more crude in coming years, their production of refined products should increase so that most imports in the category will be special products for which the market is too small for profitable domestic processing, such as special oils, petroleum cement, synthetic waxes, and vasoline.

Potential in paper

Growing consumption of paper is expected to make Peru a good market for imported paper in the foreseeable future even though domestic production capacity is expanding in value and variety. Although the United States supplied 32% of Peru's paper imports in 1963, U.S. sales are limited principally to specialty items, on which import duties are heavy.

Peru's major paper import is newsprint and its second largest import item is chemical woodpulp, of which the United States supplied a large part. Other paper items which are imported include white bond paper, cellophane paper, parchment paper for wrapping foodstuffs, asphalt paper, electrical insulating paper, cable paper, and other specialties.

Despite Peru's ample lumber resources in the Amazon region, more than one-fourth of total consumption of wood, cork, and manufactures is supplied by imports. In this area the United States has supplied 60 to 70% in recent years. The most important import items are Oregon pine and plywood. Small amounts of tubes and spindles for use in the textile industry, cork stoppers, and unworked logs for pilings and posts also are imported. Furniture and other wood manufactures are supplied principally by domestic producers.

Leading imports of edible fats and oils are refined lard, crude or denatured soybean oil for industrial purposes, and unrefined lard. Most of the soybean oil and unrefined lard comes from the United States. Major imports of inedible fats are crude tallow from the U.S. and hydrogenated fish oils and fats from Denmark.

Because of considerable domestic production, Peru's imports of rubber products are limited largely to goods not manufactured locally. The most important are synthetic rubber, truck tires, and waterhoses; others are transmission belts and agricultural tires.

New construction booms

Sparked by favorable business climate, expansion is broad-based but lags behind demand

By GERALD G. BARTON
B & G Constructors, Inc.
Oklahoma City, Okla.

The accelerating rate of economic growth of Lima is perhaps most clearly seen in the rapidly expanding construction industry.

BARTON

The construction boom is broad based with impressive accomplishment in all areas: housing, office buildings, apartments, industrial installations and heavy construction. While the underlying force of this construction expansion is necessarily the tremendous demand, the igniting force is the favorable business climate which has been fostered by recent administrations. The present administration, during its two years in office, has addressed itself to expansion of construction activities and overall economic development.

At present, about 30 buildings of more than 5 stories are under construction in Lima. On the drawing board is a 32-story building which, if built, will be the tallest building in Peru. There are numerous projected developments for high rise apartment buildings in the 10- to 20-story range.

The present pace of home construction is somewhere between five and six thousand units a year. This is apparently less than half of the demand increase; therefore, the back log of home construction, which is now great, is growing. The AID projects have made the present level possible, even though it is inadequate.

Need retail outlets

Although no shopping centers are presently under construction in Lima, the need for additional suburban retail outlets is great. Centers now in existence are doing well. The largest supermarket chain in Lima, which now operates 10 stores, wants to build 5 additional outlets. They estimate that the first-year sales of the new units would be at the rate of $150 per square foot.

The retarding factor in surburban retail expansion is inadequate, long-term financing. Retailers who are willing to pay rent which will retire the construction investment in five to seven years cannot find investors who will build buildings for them.

The construction demand logically should generate need for efficient construction tools and equipment, and a ready market for U.S. manufacturers; however, I found little interest among the builders for new equipment or techniques.

The lack of incentive to obtain equipment and know-how, I believe, in part stems from the lack of competition. The construction pace has increased at such a rapid rate that the level of competition is strikingly low—allowing the builder to make more than a comfortable profit. Of all the builders I talked with in Lima, I found none who would profess a profit lower than 15%. The average is around 20 to 30% for all projects except Government work. The profit on government contract work appears to be lower, although the method of calculation on such work—the use of different scales of depreciation and other items—makes the comparison meaningless.

Projects financed by savings and loan associations, and by AID, usually hold the builders to a 15% profit, and are consequently not universally popular with them.

Extraordinary returns

Another reason for the reluctance to invest available capital in machinery and equipment, and therefore to rely on labor to a larger extent and machinery to a lesser extent, is the extraordinary return on investment capital. This is particularly true in real estate. Because the net returns on gross investment in office buildings and apartment houses is from 20 to 40%, most builders build at least in part for their own accounts. The builder is therefore reluctant to increase his capital expenditure for equipment, when he is hunting desperately for sufficient funds to get his next development underway.

In spite of the lack of interest in increasing efficiency through capital investment and equipment, necessity dictates the purchase of large quantities of construction machinery. These investments are required simply to keep up with construction demand.

Lima is a concrete-oriented construction society. The largest capital investment of most constructors is on-the-site concrete mixing equipment. German makers apparently dominate the field, but while the German equipment is of good quality and their prices are competitive, it is the financing terms which have made them the leaders. Although most European and Japanese manufacturers of construction machinery enjoy a good reputation, the Germans in particular have created the image of comfortable financing.

Most methods of concrete placement are used in Lima. The use of mechanical hoists with wooden frames is widespread. These hoists will vary from the most primitive bucket hoists to rather modern tool hoists with many lifts. Most of these devices that I observed were undersized, poorly maintained and particularly badly programmed.

The use of cranes is limited. The first steel frame high-rise building in all of Peru is now being completed. The limited use of steel frames undoubtedly accounts for the almost total absence of mobile cranes. Some cranes on mobile towers are seen.

Ready-mix scarce

There is no effective ready-mix concrete industry in Peru; Lima has less than a dozen trucks, owned and operated by two companies.

Ready-mix concrete costs about $3 per cubic yard, more than site-mixed concrete; and delivery is unreliable. The use of ready-mix concrete is limited almost

THE OLD style of housing is reflected in this view of the old residential section in Cuzco.

exclusively to the downtown congested area where on-site storage is a problem.

In Arequipa, the only other city in Peru with ready-mix trucks, the price is virtually the same as the mixed-on-site cost, but ready-mix is not used because deliveries are undependable.

Lack of a construction service industry is at once apparent. There is no industrial rental business. This severely limits the capacity of a small constructor. If he needs a crane or a lift, in most instances he must buy it or do without. Since the ready-mix industry is not effective, he must invest substantially in on-site mix equipment before he can adequately perform on a big job. Therefore, most smaller constructors use all hand labor and mix the concrete in small batches on the ground. At several medium size projects I visited, this was true.

Power handtools rare

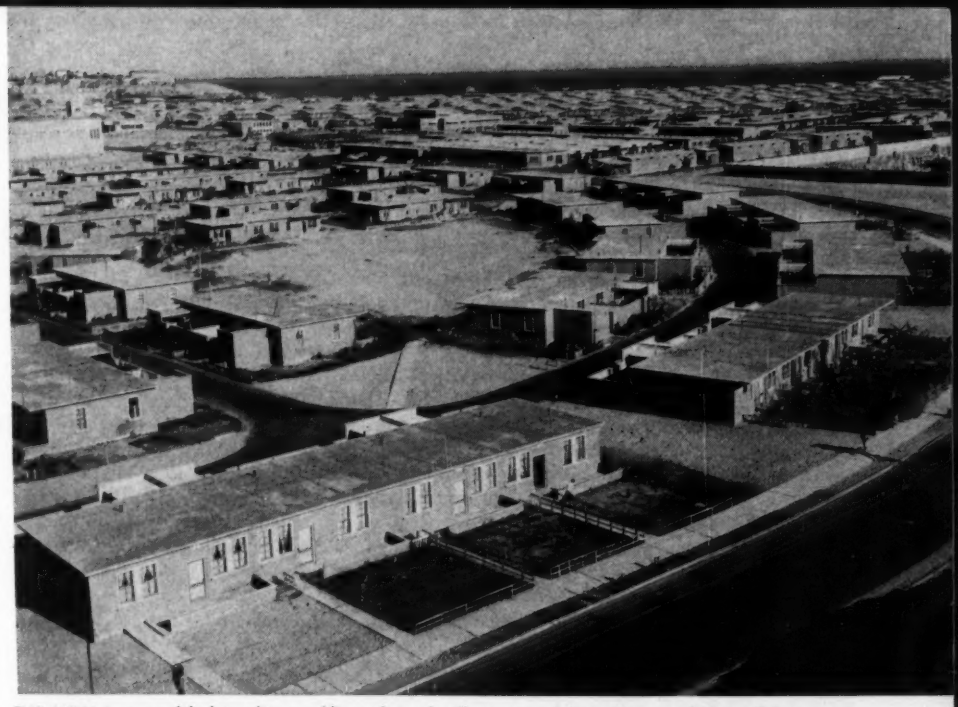
The use of power handtools is rare—in my opinion, a reflection of the past where the labor cost was unbelievably low. In the future, there might be a handsome market for U.S. firms, because the cost of labor is double that of three years ago, and it is expected to increase substantially in the next few years.

Labor productivity appears to be fair, and is greater in the unskilled trades. A substantial burden is the siesta, a long lunch hour. Apparently, a laborer customarily eats his lunch in 30 minutes and plays football (soccer) for the remainder of the two-hour lunch break, after which his productivity drops substantially. To evade this problem, several companies run their trucks throughout the city to take the workers home for lunch and pick them up again two hours later.

An exception to the lack of a construction service industry is a pre-cast wall and roof factory. These units, called Listos, are about 2½ feet wide and of varying lengths. Of hollow concrete with a total thickness of about six inches, these units are produced in an open air factory which is less than four years old. The plant is most successful. Its success in the main is due to the fact that the owners used 70% of the total production in their own home building operation.

Several home builders stated that these pre-cast units were unacceptable to the buying public, because they were a departure from conventional construction. The customary construction of all low rise buildings, including houses, is with a jumbo brick 10 by 10 by 4 inches, with a roof of 12-inch flat plate concrete, cast in place.

My personal observations do not support the conclusion that the pre-cast units have mixed buyer acceptance. The projects which use them sell at the same rapid rate as those which use the customary methods of construction. The demand for houses is so strong that it is impossible to judge buying acceptance, since all products which can be adequately financed sell immediately. It is my belief that the concrete product industry has an impressive future in Peru, both in commercial building and in the pre-cast bridge girder area.



THE NEW is exemplified in this sparkling planned village, a public welfare project in Talara.

Raw materials available

Raw materials for construction in Peru are generally readily available in spite of the construction boom. However, cement was in short supply for several months, deliveries were slow, and some jobs were shut down. Currently, there is sufficient domestic production to satisfy the need, though its quality lacks consistency. It sells for $1.25 a bag.

Sand and aggregates used on-site in concrete mixing are conveniently available. Deliveries are unreliable, so substantial quantities are generally stored on site. High-grade aggregate sells for $3 a yard; typical concrete sand is $1.50 a yard. Reinforcement bars are domestically produced, but the size assortment, delivery, and general quality are perhaps insufficient to continue to support the expanding construction industry.

Although woods are in short supply and expensive, almost all forming is done with dimension lumber. Shoring on large projects is with 4 x 4 and on smaller projects, apparently with anything long enough to carry the weight.

The absence of plywood forms produces a rough texture finish. On one project, I saw a steel stress faring system in use. I was told it was the first in Peru. In the lower cost housing projects, the concrete is left rough; in all other operations that I inspected, the finish was rubbed to a fine smooth texture.

Brick work

Brick wall construction is common, indeed universal. Typical construction is reinforced concrete structure with square brick between the columns. The common brick is large and of inferior quality, and it is not accepted as a finished product. The outside of the brick is covered with stucco, or in a quality situation, with stone or stone tile products. The inside is normally plastered. The quality of the plastering is high. The stone and tile work is by far the finest I have ever seen. The fine cosmetic treatment given this brick, inside and out, eliminates the need for a quality product or a craftsman-like placement.

Floors are usually of wood parquet, or terrazzo tile. Recently, use of asphalt and vinyl asbestos tile has substantially increased, now representing 50% of the flooring in mass-produced housing.

Electrical, plumbing, heating and air conditioning installations are not substantial components of building in Peru. The electrical work is nominal, as the power requirements are low. Distribution is totally in plastic conduit. On the smaller construction projects this conduit apparently is placed and connected by the

Market profile—Peru

Geography: Fourth largest Latin American republic with area of 496,222 square miles—almost twice the size of Texas—and coastline of 1,400 miles. Main port, Callao.

Population: Estimated at 11,670,000 and growing at annual rate of about 2.9%; roughly 2 million in metropolitan Lima, the capital.

Income: 1964 GNP estimated at about $3.1 billion at current prices; average annual increase in real terms, 5-6%. Per capita income slightly over $200; average white collar salary, $125 per month in Lima; average blue collar daily wage in Lima $1.84.

Agriculture: Predominantly agricultural, Peru had significant exports in 1964 of cotton ($90.9 million), sugar ($63.5 million) and coffee ($37 million). World's largest producer of fishmeal (1,552,000 metric tons in 1964). Also important producer of fish oils. Total fish exports, $167.5 million; fishmeal, $143.4 million.

Industry: Small manufacturing industry is expanding rapidly. All production is consumed locally. Significant exports include copper, iron ore, silver, lead, zinc and both crude and refined petroleum products. Total mineral exports in 1964, $278.5 million; 1963, $207.1 million.

Transportation: Railroads total 2,300 miles; connect coast with interior. Lima served by international flights; domestic flights provide passenger and freight service to important areas within the country. Government undertaking ambitious program for port improvement; Government-owned merchant fleet had 114,521 gross tons capacity in 1963. Roads total 22,320 miles; vast building program underway.

Finance: Currency (26.82 sols = $1) is stable and is freely convertible. Foreign exchange reserves, July 31, 1965, $182.3 million.

Exports: Total, 1964, $667 million; 1963, $541 million. To United States $207 million; 1963, $189 million.

Imports: Total, 1964, $580 million; from United States, $236 million. Most important were machinery and transport equipment, chemicals, foodstuffs. Principal suppliers: United States, Federal Republic of Germany, Argentina, United Kingdom, Japan.

Conditions of trade: Member of both GATT and LAFTA. No quotas, exchange controls or other nontariff trade restrictions.

laborer who happens to unload it from the truck.

Plumbing requirements are minimal. Hot water is a rarity and found only in the bath rooms of the better houses and apartments. It is exceptional to find hot water in the kitchens of these units. Plastic pipe is used for the cold water, and where hot water is found it is in metal pipes.

The climate in Peru is genial and the Peruvians are convinced they need neither heating nor airconditioning. Neither of these trades is a factor in the building business.

Basic differences

In the main, the construction industry which I have seen in Peru varies from that of the United States in ways that may be traced to two underlying concepts:

- The first is the extreme shortage of capital which results in a high rate of return on capital investment, but which at the same time makes money very expensive to borrow. It is a natural necessity that a tightfisted approach be taken on capital expenditures.
- The second, and certainly the more significant, is the appraisal of the value and cost of labor. Apparently, labor is considered such a low-cost commodity that its improved utilization is of little value. Historically this concept is in part founded in fact; less than five years ago the total cost of construction labor was about $1 a day. The labor cost today is about $4 to $5 a day. About one-half is take home pay, the remainder withheld for social services and retirement benefits.

As a result of this labor cost concept, there is little specialization of labor. The crew that digs the foundation for the house may well mix the foundation concrete on the ground, pour the foundation, and lay up (very crudely) the brick wall. Perhaps then the crew will break up into specialized units; some members will plaster, some will chip passage ways in the brick for electric conduit, others will be laying the plastic electrical conduit.

Because the work is all done by the same crew, no programming of labor is done; and path scheduling is not used to create deadlines, either real or artificial. Delay in completion results not only in additional construction cost but has a by-product the tying up of additional capital. The cost of capital during construction is not generally understood as a cost, and therefore is not calculated.

Credit, credit, credit

The three most important factors in selling in Peru are credit, credit, and credit. Those equipment dealers and material suppliers who come to Peru convinced that they can sell their product because it will reduce the cost of construction, or because they have a more competitive price, will be disappointed. Those who come offering their product at an average competitive price, but with substantially better financing terms, should find a land of opportunity. This is not because price and quality are not important, but because credit is more important.

In thinking of credit, the U.S. seller must keep one factor in mind: Companies comprising the construction industry generally want credit not because they are shoestring operations or because they are fly-by-nighters who do not intend to meet their payment responsibilities, but because they are subject to the pressure created by the unusual rate of return that capital in short supply demands.

As long as capital is in short supply and commands a disproportionate rate of return, even the best-financed construction companies will look upon credit as a major criterion in the purchase of equipment and supplies.

the author

As president of the Atlas Organization, Gerald G. Barton has expert knowledge of design engineering and construction of high rise office and apartment buildings and private residences, and of construction and land-clearing machinery and equipment. He is on the Board of Directors of United Founders Life Insurance Co. of Oklahoma City. He is also a member of the Board of Directors of four banks.

Barton is a graduate of the University of Oklahoma and has studied at Oxford University, the University of Chicago, the University of Denver and UCLA.

Urgent housing shortage in Peru results from population growth, lack of financing for new homes

AID mortgage guarantee program major factor in home building but demand still outstrips planned dwelling projects

By GERALD G. BARTON
B & G Constructors, Inc.
Oklahoma City

Need is a relative term. Simply to state that Peru needs more homes to properly house its growing population does not create an accurate picture of the extreme. urgent and tragic need.

This need is one of the main preoccupations of the present administration. The President has turned the great dining hall of the Presidential Palace into a show room for models of the principal proposed construction projects. Although bridges, highways, hotels, and resorts are included, more than 80% are dwelling projects. Less than one-half are in the Lima area. The stimulation of interest in improving living quarters in the smaller towns is perhaps the greatest challenge to the Government.

In part, the drive to improve housing is more than social—it is political. There is a belief that home ownership will do as much to thwart political unrest as to improve living conditions. For this reason, all public housing is sold—not rented —to its occupants, regardless of price range. Thus the man at the lowest end of the economic spectrum has potential access to home ownership. He pays for his home or apartment with little or no down payment; the purchase price is amortized over 20 years. I say "potential access" because for every such opportunity there are likely to be many qualified applicants.

In talking with Government officials, one senses an urgency that must stem from a broad-based pressure for housing. The poor, the not-so-poor, and the middle class have a common problem; even if they can afford a reasonable down payment and appropriate monthly amortization, the likelihood is that the demand for housing will make it difficult to find a dwelling.

The housing shortage is a result of a rapidly expanding population. An inadequate level of house production and until recently, absence of long-term mortgage financing. This is most clearly seen in Lima, where the population growth rate is high. To the Indians in the mountains, the appeal of the city is the same as it has been for the rural population surrounding growing cities throughout the ages. Just as the poor English farmers once believed that the streets of London were paved with gold and just as the southern negro or Puerto Rican believes that New York City offers a better way of life, so the Peruvian Indian sees in Lima a substantial opportunity for self betterment. Thus, he comes.

He comes with no job, no place to live—only hope. Considering the language, climate, and cultural adjustments, he does amazingly well. Somehow a job is found, he begins to earn and soon aspires to improved living conditions. This desire is reflected in the fact that most of the slums the migrants create on their arrival are slowly but continuously upgraded. The older slum settlements are the most improved. One cannot drive through one of the *barriadas* of Lima, without seeing its occupants working on dwellings, adding a room, building a wall.

Many not eligible

Unfortunately for many of the poor in the *barriadas*, as the houses are generally on Government land and their occupants are technically squatters, these individuals are not eligible for mortgage or home-improvement financing. Several savings and loan associations of Lima have asked the Government to deed the land to its occupants, so that it would be eligible for self-improvement loans.

The not-so-poor and middle class, growing at a rapid rate, are faced with different but in some ways equally desperate housing problems. Among home builders, banks, government officials, and officers of the savings and loan associations with whom I talked, the lowest estimate of the demand for housing in this group was 80,000 units and the highest, 250,000.

The president of the Federacion Nacional de Cooperativos de Credito del Peru stated that his organization receives many applications for every available loan, and that of those selected, there is a 6-month backlog. The current (AID) U.S. Agency for International Development mortgage guarantee project, which protects the U.S. investor against loss of principal and insures a 5¼% return, has up to 10 applicants for every unit built.

The critical housing need is a direct result of lack of mortgage credit. Until a few years ago, the only financial arrangements available to the buyer of a home were 35 to 50% of the purchase price down, the remainder over three years at 14 to 18% interest. Most were purchased for all cash. The builder would carry the burden himself or discount in part the note at a local bank, thus indirectly tying up his credit. By law the banks cannot make loans for longer than one year. In the last few years the terms of purchase have eased somewhat, and now some builders offer 25% down and 10 years to pay the balance at 14% interest.

The Peruvian Government and AID have exerted a mutual effort to create an effective savings and loan system. The impact is beginning to be felt; however, some institutions have been slow in getting their money out, and to date over half of the total funds of the savings and loan associations of Peru are on deposit in local banks. These institutions, however, which at present pay

STREET SIGNS in Lima seem to indicate that there's not a great deal of office space left on this particular street. The land shortage in Lima is contributing to the critical housing situation.

PATRONS CROWD the tellers' windows in Lima's Banco Continental. Though the recently inaugurated savings and loan movement is having some difficulties in getting off the ground, its impact is beginning to be felt, and the AID program is also helping provide mortgage capital to Peruvian homeowners.

6 to 7½% interest depending on the length of time the money is obligated to remain on deposit, are growing by virtue of increasing numbers of individual depositors.

Critical factor

The AID program, a critical factor in helping to ease the housing shortage, is the only method available to induce U.S. mortgage capital to this needy area. Few people with whom I have talked understand the concept of this program, or how it is possible for 20-year mortgage money for houses to exist, but all are impressed with its accomplishments. The AID program, however, is not Caesar's wife and improvement could be made. Every local builder with whom I talked stated that the applications are far too complex for them to understand, and that processing an application takes two to three years. There is apparently no local interest in participating in the program except as a partner of a U.S. builder who could handle the paper work.

After the U.S. companies obtain the guarantees, they let out the project on contract to local builders. I feel strongly that to improve the caliber of the construction trade, it would be of substantial value to the building industry of Peru if AID could bring about at least some participation by the United States builder in the engineering, planning and organization of these construction projects.

In Lima, there is also a shortage of land. Lima is located on a desert floor and there is ample room for growth between the mountains and the sea; however, as the city grows in population, it simply becomes more and more dense. This density of population results in exorbitant speculative land values in and immediately adjacent to Lima.

An unfortunate by-product of this spiraling land speculation is that the ever difficult job of building low-cost housing has become almost impossible in Lima. If one goes just a few miles beyond the urbanized boundaries of the city the price of land is reasonable.

It is my conclusion that the ultimate solution to this problem is to jump the existing speculative barriers, go out a few miles into the countryside, and build a development of sufficient size that it could be a self-contained community. The development would have to apply some of the savings on the land cost to the creation of an adequate transportation system. Such a development probably would have to contain at least 5000 units.

Housing shortages are found in the other cities of Peru. Arequipa is the second city of Peru. Located in an 8100-foot high valley, rich in traditions, endowed with beauty, and filled with faith in its future growth—not dampened by the earthquakes which plague the area.

Although these earthquakes are a substantial construction problem in Arequipa they are one of its reasons for recent growth. In the past three to four years, earthquakes have destroyed many dwellings high up in the mountains, principally in the city of Puno. Many thousands of homeless Indians migrated to Arequipa and established for themselves small dwellings on the hillside above the city.

Many *barriadas* in Arequipa, like those in Lima, have the characteristic of improving with age. They start as unbelievably primitive shelters and gradually improve to become rather modern slums. On the whole, the *barriadas* in Arequipa are substantially better than those in Lima.

Aside from the need for slum reconstruction, there is substantial need for middle-class housing. Generally this group consists of doctors, lawyers, teachers, and young businessmen. They do not need subsidies for they can make a large down payment and adequate monthly amortizations. Their need is for long-term mortgage credit. Housing requirements of this group are estimated at 10,000 units over the next 3 to 5 years.

S/L's help

As no AID mortgage loan guarantees exist and none has been proposed for Arequipa, the only present answer is a recently established savings and loan association which opened its doors three years ago, and currently has 6,400 depositors with $1,650,000 on deposit. In addition, it has a loan of $900,000 from the Housing Bank, most of whose funds were made available by a $7.5 million loan from AID. This S/L has made 605 loans with a present total balance of loans outstanding of $2,300,000. The average loan was for $4300.

At present, the S/L has a backlog of over 500 qualified loan applicants who are eager to meet the normal terms of 20% down, with the balance amortized over 15 years at 10% interest. Total delinquencies, including those less than 30 days, are fewer than 2%. They have never had a foreclosure, and with the tremendous demand for houses they cannot foresee the likelihood of one for many years.

Piura is a city of about 50,000 people, with a trade area of 120,000, in the north of Peru, in the heart of a rich irrigated area.

Piura is blessed with aggressive housing leadership in its recently formed S/L. The S/L, less than three years old, has 4200 depositors with about $900,000 on deposit. In addition, it has a loan of $600,000 from the National Housing

Bank—another example of AID funds being diffused into the community through the national bank. To date, the S/L has made 287 loans totaling $1,100,000, and is now operating profitably. For the first six months of 1965 it showed a profit of $40,000 and increased reserves by $32,000.

Of the loans made to date, 180 are for new homes on land developed by the S/L. This is a development with prices ranging from $3500 to $12,000 per unit. The sizes of the houses vary from 900 square feet to 2400 square feet. None of these units has hot water, in the kitchen or in the bathroom.

The S/L is also building a shopping center in this area, and will sell the stores to their occupants on a three year payment basis. They project a 30% profit from this venture.

2000 units tomorrow

When I asked about the market potential in Piura if additional credit were available, the S/L representative laughed and said that he could sell 2000 units in Piura tomorrow, perhaps more. He further stated that despite a drop in the cotton prices which had created a down turn in the general economic condition of the area, all the units were sold as soon as they were put on the market.

These units were sold for 20% down with 10 years to pay at 12% interest. The highest total delinquency rate that the S/L had ever experienced was 3%, and never more than ½ of 1% were over 30 days. They have never experienced a repossession.

Program impressive

In conclusion, I believe that housing is the number one problem of Peru. Its solution will result in a better life for millions, but the failure to find a solution will be a tragic defeat for forces supporting social and political stability. The AID program in housing, particularly its part in the creation of the S/L program, has been to the average Peruvian one of the most impressive actions that the U.S. Government has taken.

Further U.S. help in housing must necessarily lie in the direction taken by the AID mortgage guarantee program. To date, the three Lima projects have been of less than 1000 units each. With the need so great, one must begin thinking of 5000 unit and 10,000 unit-projects, using U.S. equipment and know-how so that the cost can be reduced and the maximum number of units produced with the funds available.

Another good year for Peru seen; export earnings continue high

Despite some inflation, both local and foreign businessmen share optimism; economy developing at satisfactory rate

By JOHN L. BARRETT
Commercial Attaché
Lima, Peru

Although the bright economic picture of Peru which was seen on New Year's Day of this year has been tarnished by a clearly increasing rate of inflation, the economy is still developing at a satisfactory rate, although somewhat slower than 1964, and another good year is forecast.

Business confidence continues high and optimistic, with expectations that new gains lie ahead as the few indicators available all show a steady increase in business activity.

Foreign businessmen, too, appeared to share this optimism as many visited Lima, either as individuals or members of trade missions. In addition to the official U.S. Trade Mission, a very successful mission came from the State of Georgia. The Japanese opened a Trade Promotion Center in Lima and a branch of the Bank of Tokyo has been authorized. The Bank of America also has been authorized to open a Lima branch.

Peru continues to have favorable balances in its foreign trade. Exports are holding their own as increased fishmeal and mineral shipments balance the decline in sugar and cotton returns. Imports rose 15% in the first 6 months of the year. U.S. data for the first half indicate that our sales increased significantly and that the U.S. share may have held about even with 1964.

U.S. promotion efforts

The United States is making a strong effort to recoup its share of the market, as demonstrated by the Trade Mission to Peru. Also, the forthcoming Visit USA Week in Lima is expected to encourage businessmen, as well as others, to go to the United States. The U.S. Exhibition at the IV Pacific International Fair in Lima, Oct. 30–Nov. 14, will display a variety of U.S. made products to Peruvians.

Thanks to Peru's favorable balance of trade and to recent Peruvian Government drawings against a $40 million bank credit, the foreign exchange holdings of the Central Bank are increasing at a substantial rate. By July 30 they stood at $182 million; without the drawings on the loan net reserves would be in the area of $140 million, where they have been for most of the year.

Favorable balances may be expected to continue as long as Peruvian export earnings are high, but declines in world prices for Peruvian agricultural and mineral products and fish meal, or declines in Peru's production of these exports, could have serious repercussions. Fish meal, which is a major foreign exchange earner, experienced its highest production and highest prices during the 1964-65 season. The question now is what effect, if any, will the unusually warm winter Peru is now experiencing have on the anchoveta catch in the 1965-66 season, which has just begun.

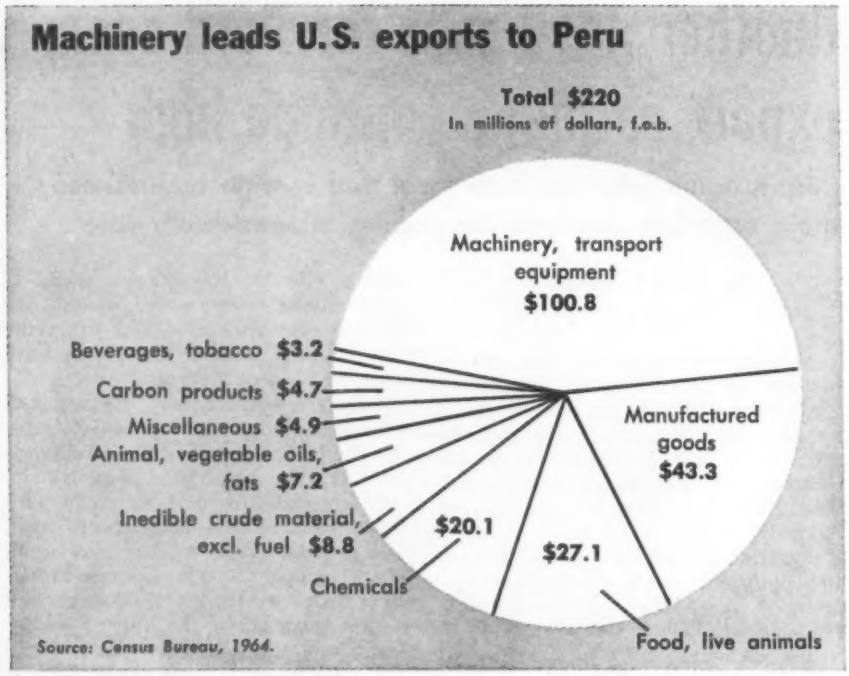
The anchoveta is a cold-water fish abundant in the waters of the Humboldt Current on the Peruvian coast. Periodically a warm equatorial counter current moves South and displaces the cold water. This appears to have been happening this year and its effect on the location and spawning of the anchovetas is not yet clear.

Another factor of importance in future catches of anchovetas is the effect which the heavy fishing of recent years may bring. Some voices, notably in the guano industry—which depends on plentiful anchovetas for the guano birds—are raised complaining that over-fishing is destroying the anchoveta as a national resource.

As the fishmeal industry appears to be chronically over-extended, serious reduction of fish tonnages could place a number of plants and fishing fleets in financial difficulties and in terms of foreign exchange, a decline in fishmeal production, with cotton and sugar prices down, could be serious for Peru.

Furthermore, the Peruvian sugar producers say they are facing a serious cost squeeze, as world prices decline at the same time that local costs climb.

The mining companies are investing in plant expansion and exploration, continuing the steady growth of the Peruvian mining industry, which is another key foreign exchange earner for the country. In



May the Peruvian Government approved a contract for the mining of phosphate and potash by an American company in the Sechura Desert south of Piura, demonstrating the Government's policy of increasing foreign investment and opening the way for additional exchange earnings.

Unfortunately, a long-standing problem between the Standard Oil Co. of New Jersey and the Peruvian Government remains unsettled. Other companies are drilling off-shore oil wells, either from platforms or from the shore. A 20,000 barrel per day refinery is to be built by Japanese companies for the Government's Empresa Petrolera Fiscal. This contract was first awarded to an American company which withdrew because of a number of problems regarding financing and other matters.

More on inflation

Additional evidence of the inflationary trend in the economy was provided by the cost-of-living index at the end of June, showing an 18% increase in prices over June a year ago. Sources ranging from the Central Bank to businessmen's groups have shown uneasiness about the situation and the Central Bank raised reserve requirements for commercial banks. The Central Bank's action is believed to have been well taken. The commercial banks, with considerable liquidity because of substantial monetary expansion last year, had increased loans over a six-month period by nearly 11% over the level of December 1964.

The problem of finding resources to sustain the Peruvian Government's ambitious development program again is sending the Government to the U.S. capital market as the Peruvians work on a possible bond issue. As planned, the issue would be for $15 million at 15 years, to be sold at 98% and bearing 6½%. This sale, if and when it becomes a reality, will be the first placement of long-term Peruvian bond issue in the overseas commercial market since the late 1920's.

Public investment expenditures are expected to rise this year to almost $270 million, up about $40 million from 1964. Drawings on foreign loans are projected at close to $140 million for this year, an increase of $55 million over last year. There is concern that Peru is making inordinate use of foreign short-term loans.

The labor situation continues to be quiet, with labor-management reaching agreement on new contracts, so far without widespread or serious strikes or unrest.

The very limited guerrilla activity by a Marxist extremist group in a remote area on the east of the Andes aroused public concern, but has had no noticeable impact as yet on the attitudes of investors or other businessmen.

Peru today offers one of the best trade and business opportunities in all South America: the currency is stable; foreign exchange reserves are substantial; there is a balance of trade surplus; there are no exchange restrictions, licensing requirements or other non-tariff obstacles to trade; tariffs are high, but generally not excessively so for South America.

American goods command respect and are favorably known to Peruvians. Many of the middle and upper classes are U.S.-oriented, thanks to schooling in the United States or visits there.

Spare parts and servicing usually are not a problem.

On the other hand, European and Japanese competitors are hard at work in this market and will prevail unless U.S. exporters double their attention. It is of primary importance that American companies develop as energetic and progressive credit policies for Peru as they apply in the United States, for in many instances the key factor in sales is credit.

Other important steps

Other important steps which U.S. companies should consider are: Replying to correspondence and printing instructions in Spanish; sending qualified representatives to Peru to clinch important deals, prepare large bids or respond to requests for service; having its traveling representatives spend the time necessary to develop rapport with local agents and customers; selecting energetic local agents even when this means re-evaluating and dropping slow-moving former representatives; studying with great care the special local customs of doing business, especially in placing bids.

American companies interested in investing in Peru will find that while there is local venture capital available, Peruvians must be encouraged to invest substantially in any joint enterprise. What Peruvian enterprises may lack are managerial skills, modern technical knowledge or equipment, and business or production initiative or imagination.

U.S. companies can make a real contribution to Peruvian development by providing these fundamental ingredients for industrialization, and those who do will be in an excellent position to compete effectively. In general, top management of many Peruvian companies—possibly a lesser number in construction—recognize these needs and are seeking solutions to their individual problems.

The great projects of the Peruvian Government in roadbuilding and agricultural development offer fine possibilities for the employment of foreign services and goods, from consulting engineers to irrigation pumps and highway construction and equipment. At the same time, private enterprises also are offering excellent opportunities for the provision of goods and services in an effort to increase production, enter new fields, or simply to modernize to stay in competition.

Peru is worth a *peru*

By ENRIQUE R. RAMOS
R.R.R. International
Fort Lauderdale, Fla.

Four centuries ago, the word *peru* was used to express riches and wealth—*vale un peru*. Now it can be used again to express the richness of the natural resources, potentials, and opportunities of the nation that still bears that name.

RAMOS

Peru has a strong economy, a variety of raw materials, monetary stability, freedom of trade, freedom of exchange transactions, a balance of payments surplus, plentiful foreign exchange reserves, and the positive action of its Government for stimulating domestic and foreign investment. All this makes it an ideal spot for U.S. products, investment, and joint venture opportunities.

Opportunities in Peru are abundant; the diversity of needed products and industries offers the U.S. manufacturer a chance to establish new business relationships. Under the present Administration's program of economic development, benefits are offered to foreign traders and investors. Peru's GNP has been growing steadily at about 6% yearly since 1960, and reserves of foreign exchange have increased steadily during the same period.

Resources varied

On-the-job training, overseas experience, special seminars, and technical schools all are beginning to be effective in providing competent skilled labor, as well as technical, supervisory, and professional personnel. This working population takes pride in its reputation for learning quickly and being able to adapt itself promptly to new situations.

Peru has about 1,400 miles of coast line and more than a dozen ports. Callao, near Lima, has modern facilities and is considered among the best ports of the continent.

Six or more automobile and truck assembly plants are now established or in the process of being installed. General Motors has invested $6 million in its plant; Ford, Chrysler, and Japanese and European manufacturers are following. By 1966 a total investment of $22 million in this field is expected. Government requirements that a rising percentage of automobile components must be manufactured in Peru will open opportunities for new industries using U.S. machines and know-how.

Since 1962, small, medium, and large industries have been established at a rate of about 600 a year. New roads, irrigation projects, housing, and education facilities are creating opportunities for more industries, exports, and imports. Foreign investment has been increasing steadily since 1961.

In 1959, Peru ranked 25th in the world fish-meal industry. Now it is the world's leader, providing a livelihood for 300,000 Peruvians directly or indirectly.

Japanese and Europeans are selling heavily in Peru, taking advantage of this market through their attractive and elastic credit terms. The U.S. share of the market is decreasing, in part because we do not match their credit terms. Many times, Peruvians desiring U.S. products turn to Japanese or European manufacturers because of the U.S. seller's credit policy. In 1964, Peru imported goods valued at $580 million, the U.S. share being 40.7%. Japan and Europe are responsible for most of the remainder.

Traveling from the capital, Lima, to the northeast, northwest and south of Peru, the Mission sensed the healthy economic atmosphere and the future potential purchasing power of the country. Members interviewed 229 businessmen, and spoke with many more, covering a variety of fields, among them food processing equipment and know-how, canning plants for fruits and vegetables, farm implements, farm equipment, tractors.

Inquiries were received for distribution and purchase of trailers, trucks, tools, spare parts, plastic, paints, chemicals, cosmetics, pharmaceuticals, textiles and textile equipment, toys; for construction of shopping centers, apartments, housing; for joint ventures and licensing to manufacture bricks, concrete blocks, concrete pipes; for machinery, refrigeration equipment, paper mill, wood mills.

Rich cotton valley

In the northwest part of Peru, about 700 miles north of Lima, there is a very rich cotton-growing valley in which Piura is located. At the air port are about 50 private planes which the cotton growers use for travel to and from the city. The Mission was informed that two important irrigation projects will provide water to 600,000 acres of land, which is being distributed in accordance with the Agrarian Reform Law. Fishing and oil production are two other major activities.

The prospect of completion of the Aswan High Dam in Egypt has concerned the cotton growers, who have begun to think in terms of industries related to cotton. They may have to face a decrease in cotton sales as a result of increased Egyptian production.

Piura is linked to Lima by the Pan American highway. From this main highway many secondary dirt or gravel roads go to the highlands and to eastern Peru, and more are being constructed. There is a market for road construction machinery of all types, since this area is almost virgin in terms of modern paved highways.

Iquitos, on the west shore of the Amazon river, is a city of more than 60,000. Most of its trade is with Europe, the United States, and Brazil. Benefits of the industrial promotion law provide 15 years of freedom from all taxes for industries in the Amazon area, including import duty on equipment.

Arequipa, the second largest city of Peru and center of trade for the southern part of the country, is about 700 miles south of Lima, at an elevation of more than 8,000 feet above sea level. The people in this area have ideas, initiative, and a great interest in establishing new industries. Inauguration of an industrial park and the benefits of the industrial promotion law have made a strong impact on the willingness of the people of Arequipa to invest in industries of all types through licensing of know-how and partnerships.

A healthy economy, stable currency, a location in the center of the Pacific coast of South America, and an industrious and friendly people of above average talents should make it extremely attractive for U.S. firms to investigate the market of Peru. It should turn out to be worth a *peru* to them.

the author

Enrique Rolando R. Ramos, president of R.R.R. International, is also vice president, Export Division of Baily Bridges, Inc., San Luis Obispo, Calif., and vice president, Export Division of Medical Coaches, Inc., Oneonta, New York. Prior to forming his own firm, Ramos was engaged in research for the U.S. Government and traveled frequently to Latin America on its behalf. Born in Lima, he speaks fluent Spanish.

Fillip for food industry

Peruvian market for processed foods, machinery offers exceptional growth potential

By WALDO HERON
Food Processing Counsultants Co., Greenwich, Conn.

From the coastal plain to the towering Andes on eastward to the rich jungle, Peru is on the move.

HERON

During the past 15 years, real gross domestic product has averaged a growth of about 6% annually. In the past decade, the value of exports has increased at more than 11% a year.

Though Peru has a diversified economy producing minerals, petroleum and marine products, the majority of its population is employed in agriculture. Agriculture and fishing accounted for $361 million of Peru's $667 million worth of exports in 1964. Mining accounted for $260 million.

Of the agricultural exports, cotton, sugar, and coffee were the most important. The largest single item exported was fishmeal, a product in which Peru has now assumed first place among fishing nations of the world, with a 1964 catch of 8 million tons, 17% of the world's total.

Exceptional growth potential

With a population of nearly 12 million people whose purchasing power is increasing, the market for processed foods has exceptional growth potential. Recent declines in world prices for sugar and cotton have increased the interest on the part of many farm owners in the fertile valleys of the coastal region to look for different cash crops.

These valleys could easily produce substantial quantities of foods, either for domestic consumption or export markets. Products such as oranges, limes, asparagus, tomatoes, peas, and other truck crops could be grown in large quantities if the market could be developed to distribute these products in large quantities at reasonable profit margins.

Though fish canning has been carried on in Peru for the past 20 years, fruit and vegetable canning is still in its infancy. Interest has been shown by Peruvian land owners in investigating potential markets for such products.

Two chains of super markets in Lima are changing the buying habits of the Peruvians; in these well-lighted stores attractive displays of locally manufactured and imported products are exhibited. Such stores offer food producers modern distribution facilities for mass-produced food items. Canned foods from Chile, Argentina, Australia, and the United States all are competing for the attention of the consuming public.

Distribution costs are high in Peru, and better means must be developed to move inventories from the producer's warehouse to retail stores in order to lower the price of processed foods and bring them within the purchasing power of the average Peruvian. Not withstanding the new supermarkets, the majority of foodstuffs are purchased from fresh food markets or corner stores similar to the small groceries prevalent in the United States 40 to 50 years ago.

On many street corners in high-traffic areas, imported canned fruits from Argentina and Chile are displayed, and the motorist can purchase from a can to a case of these products between changes in traffic lights.

To fulfill the demand for food, existing canning plants will have to be modernized and enlarged, to produce more canned foods at lower prices for the high-volume, low profit-margin operation designed to lend itself to reaching mass markets.

The need for proteins is great, and a means must be developed to produce low-cost proteins which could be offered for sale to the Indian population of the mountain valleys. As shipping and storage facilities are in many places non-existent, dried fish might help overcome the protein deficiency.

The cold waters of the Peruvian coast produce a variety of edible fish, much of which is being transformed into fishmeal for lack of a suitable market. The average Peruvian family of six consumes about 52 pounds of fish a year, or less than 1% of their total food purchases. Consumption is primarily of fresh fish, as there are no drying or freezing operations on a commercial scale.

Dehydration has not yet been contemplated by the Peruvian industrialist, though freezing has aroused some interest. As these projects become realities, markets will develop for freezing equipment, cold storage facilities, and refrigerated trucks to transport the products to the main markets such as Lima, Arequipa, and some of the inland cities where transportation difficulties could be overcome.

The annual expenditure for foodstuffs in Peru represents between 50% and 60% of the total salary in the middle income bracket. As incomes increase, a part of this increase probably will be used to provide a better and more balanced diet. Convenience foods will become more commonplace and will in turn create a market for food processing machinery and packaging equipment.

Canning activity

The fruit and vegetable canning industry is concentrated in the Lima and Trujillo sections of Peru, where several of the existing plants showed interest in expanding and modernizing their operations. These plants also are planning to expand the variety of products being manufactured—essentially tomato items and asparagus for the local market.

Fruit juices and nectars, peas, green beans, beets, and carrots are items that could be marketed locally. Many of these products are being imported from the United States and other Latin American countries. New plants are being considered for the coastal areas from Lima north, which will offer U.S. manufacturers of canning and allied equipment a sizable market for their products.

In the north, Piura offers excellent possibilities as a result of the new irrigation facilities of the San Lorenzo dam, which will open many thousands

the author

Waldo G. Heron, president of Food Processing Consultants Co., has been in food processing, packaging and materials handling, particularly in the international field, during his entire business career. Heron has been associated with the American Can Co., Libby McNeil & Libby, and Swift & Co. Having resided in Latin America for more than 22 years, he speaks Spanish, Portuguese, and French.

of acres for new crops. The region produces mangoes and Key limes, both of which can be industrialized; other crops could be grown provided there was a cannery to absorb production. Limes are grown abundantly and are shipped fresh to the Lima markets, but price fluctuations cause much of the fruit to be wasted because picking and handling costs are sometimes higher than the sales price. Interest was shown in a plant to produce essential oils, some concentrated juice and animal feed as a by-product.

Several canning plants are also being considered in the coastal valleys to the north and south of Lima; these will entail complete installations and plant engineering as the local businessman is unfamiliar with the machinery required to process items such as tomatoes, asparagus, peas, beans, and fruit juices. These new plants will also offer possibilities for joint ventures with U.S. manufacturers of canned foods, as know-how is lacking in the Peruvian canning plant today.

Although the local businessman would like to be associated with the better-known U.S. firms, because of the small production planned for these plants, they would represent an excellent opportunity for the medium-sized canner who would like to enter the foreign market.

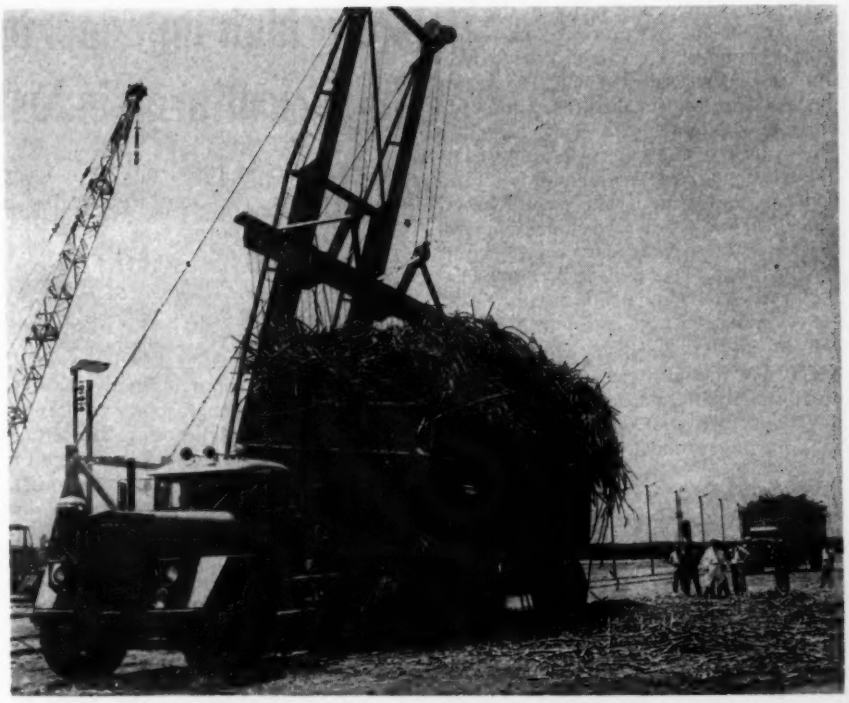
An abundance of palms could supply a small plant for canning hearts of palm which could be exported by the Amazon to world markets, now being supplied from Brazil and Paraguay. Tropical fruit juices or nectars could also be manufactured for local consumption along the Amazon and its tributaries, though the market would have to be developed.

Milk shortage

The dairy industry offers excellent prospects for development as there is a shortage of milk in Peru. The lower valleys in the Sierra provide grasses for dairy cattle; herds are being expanded and plans are being made to produce sterile milk which can be transported to the urban consuming centers. Cheese, butter, and ice cream are other products which are awaiting industrialization and will require machinery.

Three modern milk plants, two in the North and one in Arequipa produce condensed milk; however they cannot meet the demands of the market and canned milk is being imported from the United States, the Netherlands, and Australia.

The manufacture and marketing of powdered whole milk is another operation which should be studied. It would provide a means for shipping milk from regions that are or could be producing



SUGAR CANE arriving by truck at the refinery, to begin the last lap of its trip to the breakfast table.

areas, but where transportation difficulties make the dairy industry next to impossible.

Interest was shown by local businessmen in sterile milk plants in both Lima and Arequipa; these would provide U.S. manufacturers of dairy equipment an excellent opportunity for supplying complete plants.

Meat is also in short supply in Peru and though plans are being made to develop a meat industry, Argentina supplies a substantial part of the beef consumed in the larger cities. The main problem is that the areas where beef cattle can be raised are distant from the consuming centers and transportation is difficult. The shipment of live cattle is costly, and substantial weight losses are suffered before reaching the abattoirs.

Feed lots, as known in the United States, are not being used because of the shortage of animal feeds, though this could offer a possibility. A new abattoir is being planned in Arequipa and there will be a market for additional plants as the herds in the lower Sierras increase their production of beef animals.

A market also exists for breeding stock to increase the yield of locally bred cattle; herd improvement is necessary as the cattle farms are expanded and the marketing difficulties overcome.

Because of the shortage of meat, the meat canning industry is practically nonexistent except for small sausage operations that are run on a home-industry basis. There is a project in Arequipa for a small canning plant, planned to be in operation within a year—another opportunity for exporters of canning equipment.

Bulk packaging

Two modern well equipped biscuit manufacturers offer Peruvians an assortment of crackers and biscuits. For the most part bulk packaging, which requires a considerable amount of hand labor, is still used.

Because of European influence, as well as transportation and storage problems, much of the packaging is in metal tins, which are expensive and could be largely replaced by corrugated cartons and various combinations of flexible packaging materials to protect the product from the humidity on the coast and in the jungle, and from the dryness of the mountain valleys.

Lima has two candy plants which are modern and efficient, manufacturing products comparable to those found in the United States and in Europe. As the population increases, there will be opportunities for additional plants in areas outside of Lima, or for expansion of the existing plants.

The most important factor in the food field will be the expansion of the supermarket concept, displacing the corner store or bodega. This change will increase the need for pre-packaged foods and open up a new large-volume market for the food industry. Present concepts of quality, packaging and merchandising must undergo drastic changes to meet this new challenge, which in the long run will require modern machinery and volume production to lower costs to a point where Peruvians can enjoy the luxury of a better, more varied diet than they are able to buy today.

Changes are also needed in the food distribution pattern to eliminate many of the middlemen who do not enhance the value of the product, but only its cost.

Spicy snacks

Peruvians are great eaters of spicy foods and consume a variety of locally made native snacks. Spices can be imported and packaged locally, in addition to those being grown in Peru. Items such as mayonnaise, mustard, and sauces offer good prospects for future growth and, although a few firms are manufacturing these products, sales can easily be expanded.

Locally made snacks are consumed in large quantities, but there is a market for specialty items which have been accepted in the United States and which can be made from raw materials available in Peru without sophisticated production equipment.

Growing more poultry

Poultry raising and production of supplies for this industry have been growing rapidly. The area around Lima is the largest producer of poultry. However, in some places—for example, Iquitos—plans are being made to double present production. This will mean that U.S. producers of equipment and supplies for this industry can expect an increase in the sales of their products in Peru.

There are two manufacturers of poultry feed in Peru and a large U.S. firm is planning to enter the market in the near future.

The food industry in Peru faces a bright future, and so do the American businessmen who wish to take advantage of the market for new products and ideas. Sales will not be easy and many calls must be made to win the confidence of the Peruvian industrialist. In the long run, however, those firms who know the market and are willing to spend the time necessary to develop their sales will find their efforts rewarded, their time well spent.

Peru high on opportunity list—especially in agricultural, industrial enterprises

Businessmen in all areas of country are looking for reasonable credit terms, technical assistance and competitive prices

By ERNEST A. SCHOFIELD
Schofield Trading Co., Inc.
New Orleans, La.

U.S. business interests, large or small, with a yen for export sales or international business through joint ventures or licensing, are certain to find Peru high on the opportunity list, particularly in industrial and agricultural enterprises.

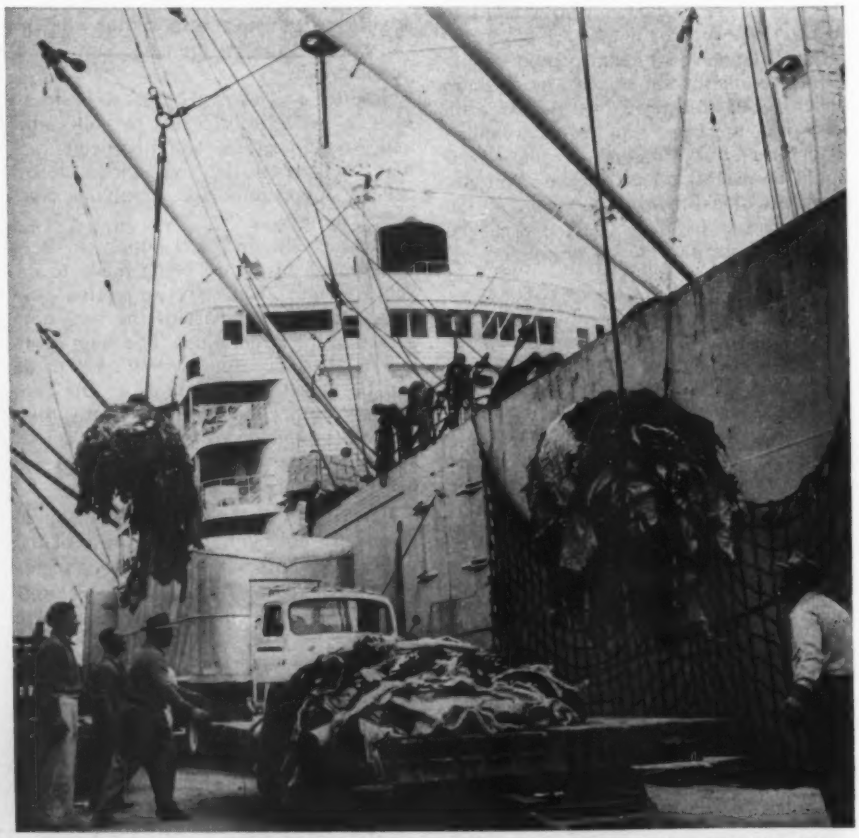
SCHOFIELD

Four weeks in this fourth largest Latin American country clearly demonstrate that Peru, by offering a stable, growing economy paced by highly successful export program, is bent on taking seven-league strides in the industrial, agricultural, and construction sectors of its economy.

Visits to Piura, Iquitos, Arequipa and Lima showed sufficient evidence that the industrial development of the country is taking place on a national scale, even though Lima tends to predominate.

Looking for 3 things

Regardless of the area visited, the Peruvian interested in doing business with his counterparts in the United States is looking for three things: reasonable credit terms, technical assistance, and competitive prices. Without saying so in as many words, Peru's business community looks upon the United States as a creditor nation and executives see something of a paradox in negotiating



CARGO OF hides being unloaded at Callao port, remodeled and expanded with help of World Bank loan.

with U.S. business which has made credit purchasing a byword at home but often wants cash in advance—or other restrictive guarantees—when selling to customers abroad.

Peruvians seem well aware that their country offers to foreign traders, investors, and partners alike a stable economy, free convertibility of funds, and an absence of exchange controls and non-tariff trade barriers. They feel that these factors must be given serious consideration in extending credit on sales of capital goods or in negotiating to invest in their country's economy.

Two weeks in Lima conducting trade and investment interviews with Peruvian entrepreneurs gave evidence of a broad spectrum of commerce in this South American nation in which opportunities for U.S. trade participation exist. This seems especially true in paint manufacture, textiles and plastics, industrial chemicals and pharmaceuticals, industrial equipment, and agricultural implements and spare parts. There is also interest on the part of Peruvian importers to purchase from sources in the United States considerable quantities of natural and synthetic textiles and fibers.

Industrial development manifest

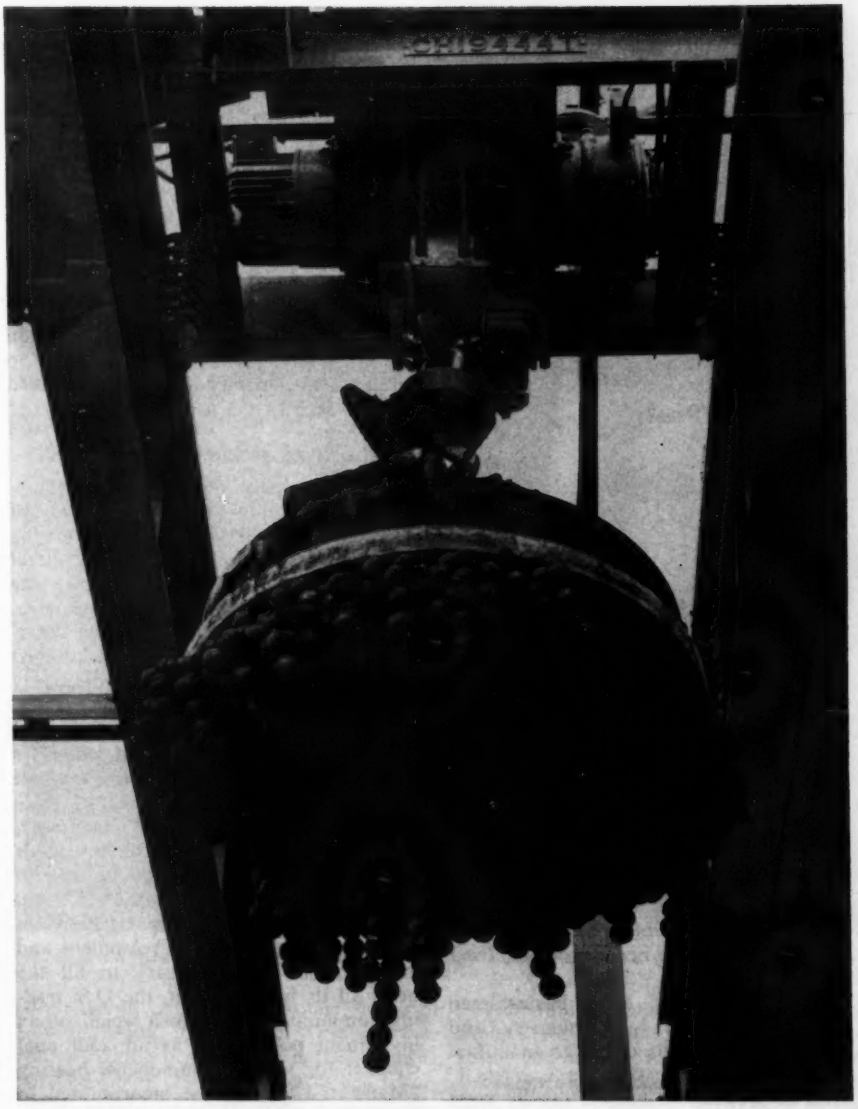
Because of special decrees granting tax benefits and incentives or Government-financed development projects in irrigation or land reform, interest in industrial development is manifest throughout the diverse regions of this land of the Incas.

In Piura, for example, where cotton has been among the principal agricultural products for more than 50 years, contributing heavily to Peru's successful export program and successful balance of payments in recent years, discussions with local executives and visits to factories revealed that many plans are afoot to take advantage of the bright economic future.

Paced by Government efforts to alleviate the serious water shortage plaguing the Piura region of northern Peru, local businessmen in this area are fomenting their own smaller scale programs to establish enterprises in manufacturing consumer and industrial products, to increase fruit and vegetable farming, and to expand commercial and residential construction.

Want machinery

Specific examples of such development, either taking place or in the planning stage, include a new plant to extract and refine cotton seed oil, a plant to manufacture concrete pipe, a factory to manufacture brick and gypsum board panels, and another factory to manufacture plastic articles.



FRUITS OF INDUSTRY suspended by magnet at new Lima foundry formed with U.S. and Peruvian capital.

Nor is the trading sector being overlooked by Peruvian importers and wholesalers in the Piura region. A number expressed interest in communicating with U.S. manufacturers and exporters of a variety of products including tractors, spare parts for agricultural machinery, consumer goods, and replacement of industrial equipment.

Far from the arid, desert-like hills of northern Peru, across the towering Andes mountains lies Iquitos—Peru's "window on the East"—deep in the South American continent, 2,000 miles from the Atlantic Ocean. This departmental (state) capital, on the banks of the Amazon River in the heart of lush equatorial jungle, is also moving forward in its own way.

Already the site of a veneer plant cutting core stock for plywood to be manufactured in the United States and a refinery making petroleum products for consumption in the area, Iquitos is preparing to take advantage of its newly granted import duty-free status. U.S. exporters should take advantage of this decree which will eliminate customs tariffs on all items imported to the Peruvian jungle region via Iquitos, except goods in the luxury class.

Although opinion is varied among businessmen in Iquitos regarding this business incentive regulation, traders in the United States should investigate all the possibilities covered by the ruling.

MISSION MEMBER Zurn (l.) in Peru visits plant of producer of industrial machinery, fishing vessels with company official, U.S. commercial officer (r.).

Because of the relatively high cost to transport goods from Lima by air or by truck over the Andes to Pucallpa on the Ucayali River and then by boat to Iquitos, this port has kept its economic face toward the East, receiving imported goods from throughout the world. Most of those from the United States enter via air from Miami and ocean freighter from New York.

Today, however, local businessmen want to promote local industry and among the proposals is one to manufacture flour from locally grown maize.

In an area where lumber quality trees flourish and grow densely, the installation of plants to product lumber and lumber-related products seems to have a particularly good prospect. And with the projected developments comes the opportunity for trade with importers in Iquitos.

Inaugurate industrial park

At an altitude of 8000 feet, the atmosphere is understandably rarefied, but the Arequipenos seemingly disregard the oxygen-thin air as they step out eagerly to capture the benefits of their recent industrial development law. Armed with the tax incentives and other guarantees of industrial development laws, the business and industrial leaders of Arequipa see a future for the southern highlands of Peru that is as bright as their sunshine.

One of the great textile regions of the country, producing fabrics and clothing from the wool of alpaca and llama, Arequipa recently inaugurated and dedicated an industrial park. In this area plans call for factories to produce many of the goods that this mountain region must now bring from Lima or import from abroad.

Among the proposals favored by local executives are a factory to manufacture sanitary napkins, a plant to produce frozen seafood (shrimp are plentiful in the mountain rivers), and the expansion of a factory manufacturing leather to increase its capacity to produce finished leather articles.

Plethora of trade opportunities

With the pace of industrial development accelerating to meet the needs of a growing population and of a rising middle income class, a plethora of direct trade opportunities spring up which the U.S. trader can turn to his advantage.

Although in many respects the character of this country has been shaped by European influences, particularly Spanish, German, Italian, and English, the productive capacity of the United States in terms of quality and variety is not only well-known to Peruvians but equally appreciated. Consequently U.S. traders dealing in industrial machinery, construction equipment, consumers goods and farm implements should be able to find customers for their products in Peru.

Because of the interest by the Peruvian business community in development and expansion of local industry to fill the needs of its home market, the U.S. trading community should also weigh direct investment possibilities as an additional channel for sale of components bearing "Made in USA," to be incorporated in finished products manufactured under the label "Industria Peruana."

the author

Ernest A. Schofield is president of the Schofield Trading Co., which specializes in the sale of a variety of machinery, equipment and products utilized in agriculture, construction, packaging, food processing and saw mill operation.

Schofield has just completed his term as president of the Export Managers Club, New Orleans. He is a Director of the International Trade Mart, a member of International House and a member of the Foreign Commerce Committee of the Chamber of Commerce.

Industry growth spurs chances for participation

Expansion, development seen in variety of activities

By MELVIN A. ZURN
Zurn Industries, Inc.
Erie, Pa.

The Peruvian Government, as well as the private business sector, shows a keen desire to promote and increase the already substantial investment and participation of foreign business interests in Peru.

ZURN

This desire is confirmed by programs being carried on both with and without U.S. aid. A 10-year development program of the National Planning Institute is directed toward expanding and improving irrigation systems for agriculture; expanding, developing and broadening basic education in the coastal area; opening the vast Andean territory, and increasing the agricultural output of the jungle areas east of the Andes known as the Selva.

Other projects of the Government are aimed at attacking the shortage of housing, working through the National Housing Board. The National Housing Bank has been established to promote the formation of savings and loan associations; considerable foreign private capital is involved also, reflecting confidence in continued expansion of the Peruvian economy.

Broad based expansion

The dramatic advance of Peru's fish and fishmeal industry has generated a host of satellite industries, one of which is shipbuilding and repairing. This has created a need for good engineering and design talent as well as facilities to produce the required components.

The phenomenal growth of the fishmeal industry has overextended many small operators. About 150 separate entities are engaged in the industry, but it appears that attrition will reduce the number to about 50—vastly improving

operations, from the size of the catch to the quality of the finished product. For example, night fishing will be introduced, radar equipment will seek out the fish and automatic equipment will process the catch. All of this will tend to expand the substantial growth already achieved, and should also enhance the profit.

A paradox of the fishmeal industry is that quantities of edible fish are being turned into fishmeal, whereas if markets, freezing and transportation could be developed, a massive tonnage of fine first class fish would be available for any market of the world. A specific example of the scope of this catch is in the relatively small port of Paita, where about 100 tons per day of hake (an edible fish) are harvested. Whaling is also still carried on and in recent years, over 1000 whales have been caught and processed annually.

Expansion in production of textiles, pharmaceuticals, cement, and ceramics, and in the chemical and steel industries, continues to enhance the country's overall economy. This expansion is encouraged by the 1959 Industrial Promotion Law which offers emerging industries support such as customs benefits and plant locations.

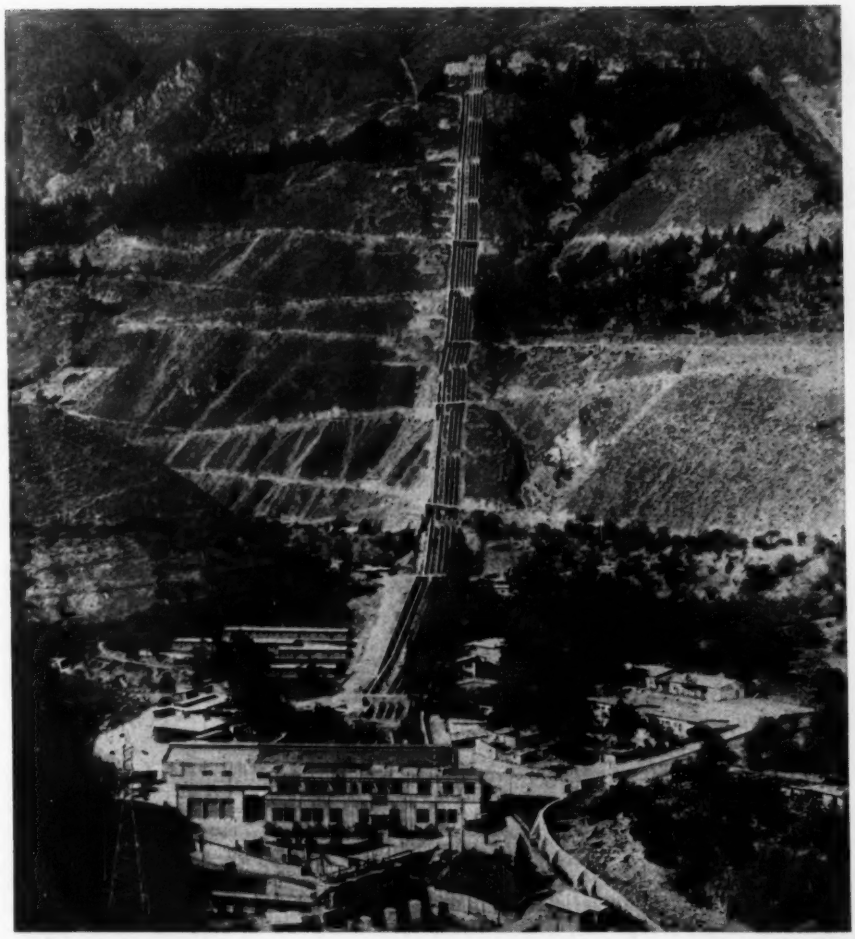
Managerial skills lacking

Peruvian management personnel and labor are aggressive and hardworking, but a lack of managerial talent is apparent in many of the smaller and expanding enterprises. The customary management tools such as planning, scheduling, quality control, costing, and accounting are underdeveloped, and could be improved by management engineering cost control techniques. Labor resources for its part could be better utilized under better management controls. It shows evidence of not only being willing to adopt improved techniques, but of welcoming such direction.

The economy of Peru has generally been characterized by bulk industry—mining, agriculture, and fishing; however, a tendency is evident to enlarge and modernize existing manufacturing facilities. Many entrepreneurs and investors are increasingly aware that in Peru a business haven exists for anyone who is willing and able to start a new enterprise or to expand an existing one in practically any activity, if a man has a keen will to work.

No U.S. plumbing fixtures

The universal use of transite or eternite pipe for plumbing stacks and plastic pipe and fittings for water supply and internal drainage in private and public housing is interesting to observe. One of the most striking observations is the absence of U.S.-made plumbing fixtures and trim. Most appear to be of either German or Czech manufacture and of reasonably good quality. One outstanding feature in the bathrooms of all these houses is the installation of the bidet, constituting a fourth fixture for each bathroom.



HUALLANCA power plant supplies its 67,000 kilovolt capacity to Peru's growing industrial sector.

The leather industry in Peru is quite outstanding. I visited facilities which carry their operations right through to finished products, which are sold in their own stores in Peru. The quality of the finished products would easily lend itself to redesign to fit markets outside Peru, such as the United States or Europe, and a fine opportunity exists for experts in leather design and marketing to establish profitable relations.

Not only are conventional leathers produced, but many exotic ones such as crocodile, lizard, leopard, and snake, supply of which is available in large quantities.

The mining industry provides opportunities for the sale of mining and related equipment. Liberalization of the Peruvian mining code has given a green light in recent years to expansion, to the extent that output now accounts for about 8% of Peru's gross national product. Lead and zinc production amounts to about 7% of the world's output.

Peru is carrying on an educational program—financed in part by U.S. funds—which includes advanced education and economic planning by Stanford University; agricultural development by the University of Iowa, and agricultural development by the University of North Carolina.

Visits to outlying areas

Lima and its adjacent area is the center of the country's political, economic and social activities. Mission visits to the outlying communities gave us a clearer understanding of the differing characteristics of these areas and their people.

Arequipa is Peru's second largest city,

PERUVIANS VISIT display in U.S. exhibition at 1963 Pacific Int'l Fair, biennial set for fall of this year.

serving as the center of activity for southern Peru. A trading center for hundreds of years, it has generated considerable wealth.

The citizens in the past ventured mainly into traditional agricultural pursuits. However, recognition of the need for diversification has resulted in a desire to build an industrial community which would strengthen the economic base of the region. An industrial park has been established, and reportedly a number of new firms are already signed up and ready to go.

Piura is the center of an agricultural and mineral region which is the largest sea level area west of the mountains in Peru. The region, which has considerable natural water resources augmented by extensive irrigation projects, produces cotton, citrus fruit and other agricultural products.

A rather unusual local product is processed from the algarroba tree which grows in abundance. A cottage industry of considerable size produces an extract known locally as *algarrobina,* which has the consistency and some characteristics of black strap molasses and in addition is used in Peru as a mixer for cocktails or after dinner drinks. Its distinctive and attractive flavor would seem to lend itself to marketing outside Peru. It can be produced cheaply from an abundant source of raw material.

I was particularly impressed with the Piura area for its considerable industrial investment and activity. For example in Sullana, a small city about 35 miles from Piura, we visited an operation, owned jointly by U.S. and Argentine investors, producing cotton seed oils. Both equipment and efficiency of operation were excellent. The bulk of the machinery was of U.S. manufacture.

We also visited an industrial complex embracing a grey iron foundry, castor oil refinery, tannery, and rice mill, all under one management and apparently operating quite profitably. Most of the machinery in this factory was rather old, except for the rice mill which was equipped with modern German equipment.

In midst of jungle

A visit to Iquitos, a city of about 60,000 people, is an unique experience when one realizes it is in the midst of the Amazon River jungle. It is 400 miles from the nearest road and is the most inland seaport in the world—about 2000 miles up the Amazon from the Atlantic Ocean. As a seaport it has a Peruvian Navy base and many commercial trading establishments. There is a weekly ocean freight service into Iquitos from New York, the run requiring about 40 days.

The Government of Peru operates a small oil refinery on the shore of the Amazon near Iquitos, using crude oil delivered directly to the plant by river craft.

Does have problems

All of this is not to say that Peru has no problems—it does. A scarcity of capital funds is evident; interest rates conventionally charged by legitimate banking institutions average 13 to 15% per annum, plus fees and other charges. Although business enterprises may balance them off by profits, interest charges of this kind place a heavy burden on home owners and others outside the realm of business.

Additionally, it must be realized that whereas the total population is about 12 million, the actual number of Peruvians that can be counted in the market economy for most products is approximately 4 million. Little or no markets exist among those living in the Andes mountains and in the Selva, which is only beginning to be opened up.

Peru has many advantages which can entice U.S. investors and businessmen. It appears well worthwhile to investigate and pursue the possibilities.

No U.S. sales literature

To me, it is still obvious that U.S. businessmen are not conscious of opportunities in international trade. In practically all chamber of commerce or trade association offices in Peru, one finds little literature of any kind from the United States.

In contrast, virtually every other industrial country of the world regularly supplies such chambers with attractive literature and advertising booklets displaying and explaining their products. Potential buyers frequently know nothing about the existence of comparable U.S. products. It is regrettable to see products well presented by England, Germany, Japan, and Italy, and nothing comparable whatsoever from U.S. firms.

the author

As chairman of a widespread industrial complex, Melvin Zurn—in conjunction with his brother Everett—directs all phases of its operation, with particular emphasis on policy and planning. Zurn Industries, Inc., designs and manufactures power transmissions and controls. Zurn also serves as a director of the Marine National Bank of Erie, director and officer of the Manufacturers Association of Erie, and director of the Pennsylvania State Chamber of Commerce.

THROUGH LEGAL HARMONIZATION

Toward peace, prosperity

Second World Peace Through Law Conference holds week-long deliberations in U.S.

Looking back to Magna Carta and forward to the near and distant future, some 3,000 lawyers—including top-ranking jurists from more than 115 nations—met for a week in mid-September at the Washington (D.C.) Hilton Hotel to talk shop and grope for solutions to a multitude of problems. Among the 12 major topics at this second World Conference on World Peace Through Law (the first was held in Athens, Greece, two years ago) were a number of great interest to the international trader and investor—particularly, Transnational Trade and Investment (Topic 5) and Industrial and Intellectual Property (Topic 10).

The President of the United States, in remarks to the gathering on September 16, spoke of the need for accepting "small advances and limited goals" in pursuit of a final objective—peace—which is "the largest and most elusive man has known." In this same spirit of patient, plodding and persistent effort towards life-or-death goals, one of the basic documents prepared as a Conference work paper noted in its foreword that it was being "released in loose-leaf form so it can be updated constantly."

Flowering

In urging the lawyers on to "the practical and wise resolution of numberless problems," Lyndon Johnson observed:

"The past 20 years have seen an abundant flowering of new international structures. From the Common Market and NATO to the IBRD and the Asian Development Bank, order and legal process have been imposed upon spreading segments of the affairs of countries.

"Some of these institutions have played a large role in the prosperity of the West and in keeping the peace.

"Others contribute to the progress of the developing continents.

"The United States has helped build many of these organizations. Their strength represents a victory for . . . a legal order contributing to the prosperity of each and the peace of all. . . .

"We can see this in a hundred small ways. During the past year the United States was present at 629 international conferences. Since I have been President we have participated in more such conferences than during the first 150 years of our history. . . ."

At Topic 5 working sessions it was made clear that "transnational trade and investment" refers to "all trade and investment which transcends national frontiers and which is not directly between states, although a state may be involved on one side."

One of the working papers sought to clear the air on a crucial point, saying:

"The assertion that international law, as we know it, is not binding on new states because they had no hand in making it is not a sound view. Both men and nations are born into existing legal systems. Both may endeavor to change the rules and principles.

Recommendations

Among recommendations adopted by the Conference on its concluding day:

► Nations which have not already done so be urged to take prompt action for the signature and ratification of the Mar. 18, 1965 Convention on the Settlement of Investment Disputes Between States and Nationals of Other States (already signed by 13 nations, with ratification by 20 required).

► Efforts be intensified to obtain agreement on rules of substantive law governing the relations between foreign investors and host governments, with due attention to the legitimate interests of investors and host governments alike, taking as a basis the OECD Draft Convention on the Protection of Foreign Property.

► Studies be made, and steps be taken, to improve the substance of national investment guarantee schemes and their administration, and that urgent attention be given to a multilateral investment guarantee scheme.

Proposals designed to eliminate international trade and investment uncertainties included:

► States which have not already done so be encouraged to sign and ratify the 1964 Hague Convention on the International Sale of Goods, and a compilation be promptly undertaken of national laws on foreign investments, tax policy and foreign trade—including judicial decisions relating to their application.

► In encouraging private foreign investment, due attention be paid to the interests of medium and small investors and to investments which may take the form of technical assistance.

Under the heading of commercial arbitration, the conferees recommended consideration of new areas in which the use of arbitration agreements would further trade expansion, adoption of uniform or model arbitration laws and harmonization of rules and procedures, and improved dissemination of information on commercial arbitration to the legal profession and the general public.

Among the proposed steps in the field of arbitration were a move for developing indices and other methods of making international arbitration decisions more readily available to all parties, and a plank calling for analysis of the relationship of commercial to international arbitration, with investigation of "the possibility of a useful merger or combination of the two for certain areas of dispute."

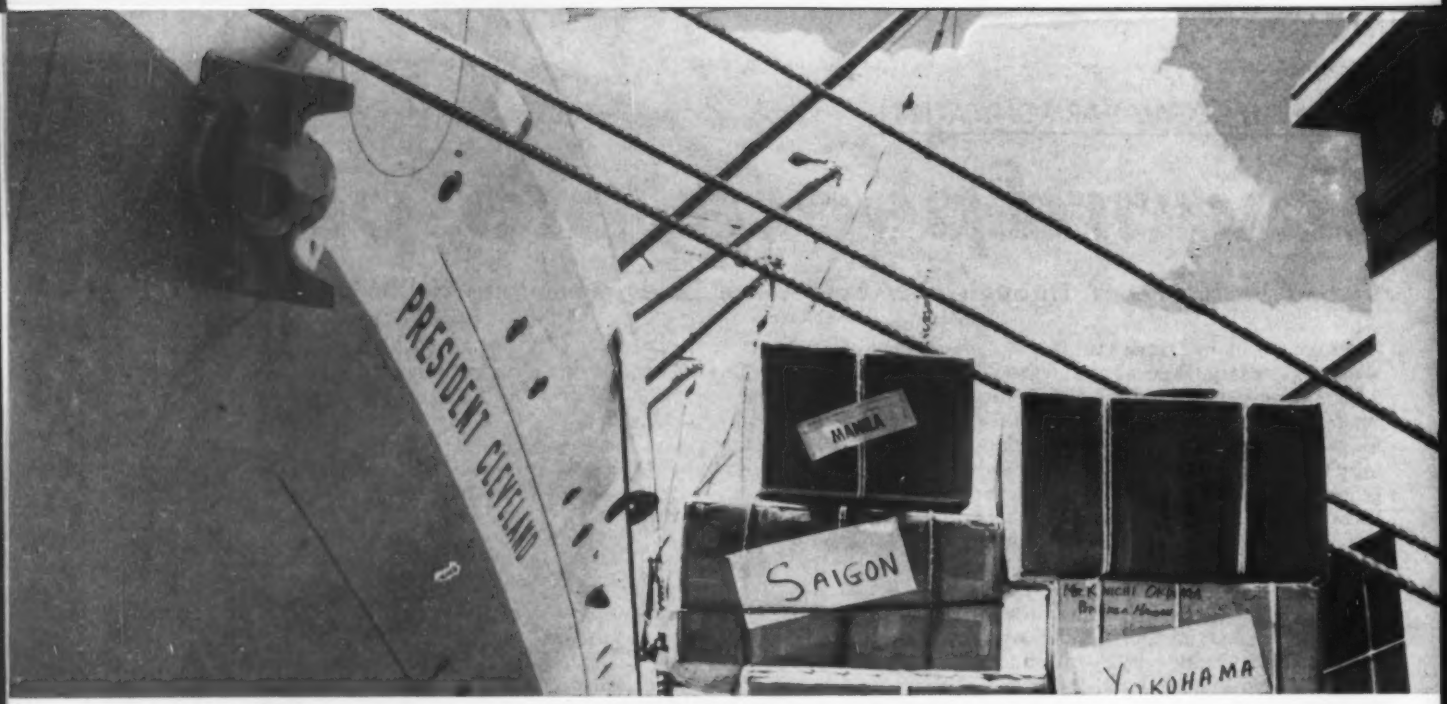
Trademarks, patents

Citing progress since 1963 in the field of international protection of industrial property, the conferees noted:

"Twenty states have adhered to the Paris Convention and significant progress has been made in the development of uniform industrial and intellectual property laws, e.g., the adoption of uniform trademark laws in Scandinavia, the adoption of the African and Malagasy Union agreement binding 12 states with a central patent office and unitary laws on patents, designs and trademarks, the preparation of a draft trademark agreement in Central America, and a number of conferences looking towards harmonization of industrial property laws in Latin America. The International Bureau of the Union for the International Protection of Industrial Property (BIRPI) has issued a Model Law on Patents of Invention and Technological Knowledge, . . . being considered in (several) countries."

The delegates called for adherence to the Paris Convention by countries which have not yet done so, and for continued efforts toward the international harmonization of industrial property laws.

Write: World Peace Through Law Center, 839 17th St., N.W., Washington, D.C. 20006.



CARGO FROM HAWAII heading for many ports from Singapore to Karachi as the nation's youngest State exhibits youthful energy in winning new markets.

SPOTLIGHT HONOLULU

Hawaii cargo outbound

Export expansion activity of 50th state yields many success stories

On a recent, balmy day in Honolulu, the following inquiries were directed to a building on Bethel Street:

A gentleman wishing to open a furniture factory on Taiwan requested information on establishing a business there.

A road builder wanted news about New Zealand, Fiji and New Caledonia.

A public relations man called about doing business in Pakistan.

Morley Theaker, retired manager of Sears, bound for a visit to Korea, the Philippines, Thailand and Taiwan, under the auspices of the International Executive Service Corps, wanted to pick up the latest company lists.

No mystery

The building on Bethel Street, no mystery to Hawaiian businessmen, is the home of a Field Office of the U.S. Department of Commerce. Since its opening on November 27, 1961, the Honolulu Field Office has been actively involved in the export expansion effort of the nation's 50th State.

An increasing amount of the island's manufacturing volume, which totalled $547 million in 1964, is going into export trade. Leading exports are sugar, pineapple, and ready-wear clothing.

Hawaii boasts a vigorous Regional Export Expansion Council which last year set as one goal the establishment of a Foreign Trade Zone in Honolulu.

In his first act as Chairman of the Foreign Trade Zone Board, Commerce Secretary John T. Connor signed a grant (February 15) to the State of Hawaii, permitting the establishment and operation of a zone to facilitate the transaction of international business.

Use of the zone, which is looked to as a great advantage for Hawaiian traders, will be the subject of a seminar to be held in Honolulu on November 4. The seminar will be co-sponsored by the Honolulu REEC, the Chamber of Commerce of Honolulu and the Hawaiian State Department of Planning and Economic Development.

In recent months, Hawaii's REEC has sponsored other seminars on credit insurance and financing and on shipping and transportation.

The group is planning to sponsor a chair on International Trade at the University of Hawaii.

Case histories about some of Hawaii's exporters, obtained with the help of H. Tucker Gratz, Honolulu Field Office director, are on the following pages.

New zone

The new Foreign Trade Zone in Honolulu occupies a 41,748 square ft. enclosed area in Honolulu Harbor.

Each Zone comprises an enclave in or adjacent to a U.S. port of entry where domestic and foreign merchandise can be brought and stored for indefinite periods, displayed, broken down or repackaged, and used in processing and manufacture.

U.S. customs laws and requirements are not applicable to foreign merchandise brought into the zones unless the goods subsequently are shipped into the United States for consumption.

Leading fashion company spurns hibiscus and muumuu, achieves universal appeal

Participation in U.S. exhibitions overseas and personal contact with executives of foreign companies are the keys to a foothold in the export market as far as Mortimer R. Feldman, president of one of Hawaii's leading women's wear companies, is concerned.

His firm, Tori Richard, Ltd., makes quality women's resort and casual wear with high fashion appeal. "From the inception of our company, we have spurned the hibiscus-laden muumuu," Feldman says. "Our philosophy is that even though we are a Hawaiian manufacturer, we can reach greater markets with a look that can go anywhere, any time, any place, and not be classified as typically Hawaiian."

Feldman estimates this philosophy will lead the company to gross between $1,750,000 and $2,000,000 for fiscal 1965-66. During the first six months of fiscal 1964-65 Tori Richard exported 7.82% of its production.

The company's entry into export began by accident in 1962 when Feldman was contacted by a buyer for a chain of British stores that had a U.S. buying office. Later that same year, an Australian buyer came through the islands on vacation, saw some Tori Richard designs in a store, and came into a showroom.

In 1963 Feldman participated in the U.S. Exhibition at the Dusseldorf Trade Fair in West Germany. The exposure resulted in sales in Belgium and Germany and also made Feldman aware that local representation in any country is absolutely essential. "Local representatives understand the needs of the customer and know the quality type of store, thus making easier contacts within the countries and less errors."

Late in 1963 Feldman and his designer wife, Janice, took a trip around the world that resulted in greater exports for their company. A visit to one of the leading Paris department stores established the Tori Richard line there. A trip to the Riviera extended the line to resort areas.

In Hong Kong the Feldmans found a demand for their dresses and for their original design fabrics.

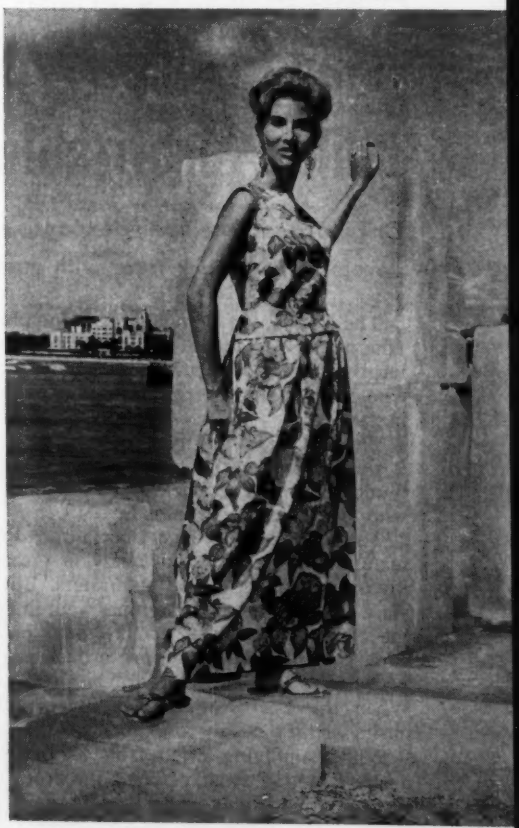
In New Delhi they learned that a sale can be made anytime. During tea in the lobby of a hotel, they struck up a conversation with a man who turned out to be the owner of an island resort in the Caribbean. By the end of the conversation the man placed a large order.

One problem in the export market, according to Feldman, is completing documents. "We often find ourselves with goods tied up at foreign customs with delivery delayed because a form has not been filled out correctly." As an example, one design that he calls a woman's shirt is called a blouse in Australia. An entire shipment was delayed until a new set of documents with the right word was prepared. "We've learned to be very careful," he says, "and try to have the buyer complete the papers. That can save misinterpretation and frustration."

For the future, Feldman is looking forward to manufacturing in Honolulu's new Free Trade Zone, which he believes will make many companies more competitive in foreign markets.

FASHIONS by designer Janice Feldman, Honolulu.

FASHIONS FROM WAIKIKI Beach, manufactured by Tori Richard, are now in world markets.



Hawaiian cargo outlook brighter with new mechanized handling

By C. C. CADAGAN

Chairman of the Board, Matson Navigation Co.
Chairman, Hawaii Regional Export Expansion Council

One morning in 1956, the management of Matson Navigation gave the company's research department a crucial assignment: Find a better and cheaper way of hauling Hawaii's ocean cargo.

The problem: Half of the high cost of moving Hawaii's freight was the physical handling cost.

Within a matter of months the research teams had a sound theoretical answer—containerization of cargo. If loading and unloading from ships could be mechanized, cargo would move faster, safer and less expensively.

Converting research theory to practice was a long and sometimes painfully slow process. Shippers and consignees had to be acquainted with the new methods. Labor problems had to be solved. New equipment had to be engineered, designed, and then built. Whole ships were gutted and refitted to handle Matson's standard 24 by 8 by 8½ foot cargo containers. In some cases ships were sliced in half and lengthened by inserting mid-bodies as long as 110 feet.

The job was not done by Matson alone. Labor unions and customers cooperated while Matson moved ahead and by the end of this year, every item of cargo that is containerizable will move in containers.

Containerization has meant better service for Hawaii and lower rates.

Pineapple companies found Matson's container service "tailored" to their needs. Now, for example, all of the Dole Company's fresh pineapple moves in refrigerated containers. In the past year Dole has shipped 11,000 tons of fresh pineapple and confidently expects substantial increases in the future.

What has been done with pineapples can be done with papaya—that lush but extremely perishable Hawaiian fruit—so that it may move out of the gourmet class into major world markets.

Island company learns export builds 'profitable enterprise'

Original candy company expands base for varied commodity production, develops new snack treat with many advantages for overseas sales

The Yick Lung Company of Honolulu (the name is Chinese for "Profitable Enterprise") owes its name to an immigrant who came to Hawaii from Canton, China, in 1900.

The fact that it has lived up to its name is due to the marketing attitude of the founder's sons, Frederick and Peter Yee, who took over the business in 1949.

The company at first specialized in manufacturing crackseed candy, a great favorite among Chinese youngsters. But since many Chinese immigrants went into the crackseed business in Hawaii, it became obvious that a progressive businessman had to look elsewhere for his profits. When the Yee Brothers took over the business, they began to export.

While supplying dried fruit to retail outlets on other Pacific Islands the brothers saw that many other candy items could be profitably handled through the same channels. They picked up distributorships for English toffee, Japanese cocktail snacks, Scotch dark and Dutch light chocolates, Belgian biscuits and most important, shrimp chips from Hong Kong.

The Yees were continually searching for a product to satisfy the snack tastes of the Island's multi-racial population. They imported a large quantity of the shrimp chips, but the first attempt to penetrate the market failed, so the unused portions were stored for future use.

Fortunate strike

In the late forties a serious shipping strike paralyzed the island. Among other things supplies of raw potato were cut off. Potato chips suddenly disappeared from grocer shelves. The Lees again tried marketing the shrimp chips and this time firmly established the product even after normal shipping was resumed.

What made the chips unique was that they were imported in dehydrated wafer form. They could be stored for long periods of time before cooking. The Yees thought that the process could be applied to more conventional chips and began experimenting on a puffed potato-flavored chip.

The chip they developed is ideal for export. Potato flour can be shipped to a factory in any region where it is converted into a dehydrated wafer. This step cuts out the high cost of shipping raw potatoes under refrigeration. The finished product can be shipped anywhere in the world for cooking, can keep almost indefinitely, yield 115 pounds of puffed chip per 100 pounds of wafer.

FREDERICK K. S. YEE
General Manager Yick Lung Co.
Member, Hawaii REEC

Expanding market

With the grand opening of a plant in Osaka, Japan in April 1964, Fred Yee, president of a newly formed Cely Enterprises Corp., kicked off the first foreign production of a product that he soon hopes to see packaged all over the world. Franchises are being negotiated with firms in the Philippines and Bangkok. New plants are being planned for Australia, Okinawa and Korea.

The Yees believe the demand for puffed potato-flavored chips will grow tremendously over the next few years. The pursuit of ever-widening market horizons will continue to justify the name "Profitable Enterprise."

CASL stokes trade boiler

U.S. steamship group goes all-out to expand commercial intelligence network

New avenues of overseas trade for American business, large and small, are being charted by the Committee of American Steamship Lines (CASL) in a program tying in with the national export expansion campaign.

CASL's new trade expansion director is Robert W. Barrie, former Department of Commerce deputy national export expansion coordinator. Ernest R. Senn, Grace Line senior vice president, chairs a three-coast trade expansion committee served by specialists in New York, San Francisco and New Orleans areas.

Hailed by Secretary of Commerce John T. Connor as a step to strengthen the U.S. economy and reduce the balance-of-payments deficit, the program outlined by CASL's executive director, Rear Adm. Ralph K. James (USN, Ret.), will provide a global commercial intelligence service staffed by 1,300 domestic and overseas steamship marketing specialists. These specialists will concentrate on four approaches: expansion of exports to current foreign markets, development of new export markets, development of sources of supply for U.S. import trade and increased utilization of American merchant ships.

BARRIE

Bound together

"The continents which are separated by the oceans are bound together by merchant ships which ply the seas. We look, therefore, to our maritime industry to serve not only as a vital form of transportation, but as a leader in expanding our trade."

—Lyndon B. Johnson

Comprehensive package

Included in the CASL package of assistance to exporters and importers are methods and procedures to:

► Assist U. S. exporters find outlets abroad by placing at their disposal hundreds of steamship representatives in 55 major trading nations, and through these same facilities, assist U. S. importers in locating sources of supply and suppliers.

► Work with government and private organizations interested in trade to develop methods of approach and assistance to U. S. manufacturers not now exporting.

► Organize trade-expansion workshop groups to conduct nationwide marketing consultations with export sales managers.

► Combine forces with banking and insurance firms to further trade.

► Organize trade missions of steamship representatives and U.S. manufacturers to establish direct sales contacts abroad—particularly in underdeveloped markets.

► Provide "commercial advice" for exporters on the U. S. share of the market; its size and potential; buying trends; import duties, licenses and controls, and identity of foreign competition.

Fingertip information

Information will be available as to Free Trade Zone availability and procedures; data on cargo handling facilities afloat and ashore with emphasis on CASL's technological advantages in the areas of containerization, unitization and heavy lift facilities, as well as listings of foreign freight forwarders or brokers.

"In return, CASL representatives hope to reap more cargoes for the merchant fleet by informing U. S. foreign traders that American vessels will provide the fastest, most economical service, even in the face of tremendous foreign ship competition on the high seas," Admiral James said.

CASL lines are in the midst of a 300-ship, $4 billion replacement program, with over a billion dollars worth of new ships (99) now plying the oceans. Some are highly automated, have the latest in push-button cargo-handling techniques and are twice as fast as World War II ships. American and foreign ship freight rates, in the scheduled liner services, are

Two-fold purpose

"President Johnson has called on all Americans to assist in our National Export Expansion Campaign. It is therefore gratifying to learn that American-flag steamship lines are now joining forces through their global network of trade promotion and marketing offices to help potential and experienced U.S. traders develop markets overseas.

"These companies of the Committee of American Steamship Lines have 300 ships visiting 450 major world ports regularly. It is natural that these lines, serving our foreign trade and having first-hand information on the business barometer overseas, should work together to aid the American foreign trader. Their efforts will contribute to the national economy and help reduce the U.S. balance-of-payments deficit. . . .

"The new trade expansion program developed by the 14 CASL lines will serve a two-fold purpose —to provide a key to help us unlock doors to more marketing opportunities abroad and, at the same time, increase substantially the amount of cargo moving in U.S.-flag ships. I commend them for this work."

—John T. Connor

ADM. JAMES

generally the same, according to CASL spokesmen.

"In the past," Adm. James observes, "we have made contacts for exporters to sell industrial machines, computers and locomotives in Africa; arc-welding machines in Asia; dried raisins in the Caribbean; graphite electrodes in South America; record-pressing machines in Central America, and medical supplies in Southwest Asia and Europe—even one buyer in the Orient turns into pulp mountains of IBM cards carried by a West Coast Line."

Serving on the Committee of the Whole for CASL's Trade Expansion Committee are: E. R. Senn (N. Y. Area), chairman; J. A. Medernach (N. Y. Area), alternate; H. X. Kelly (Gulf Area); J. Amoss (Gulf Area), alternate; J. R. Wagner (Pacific Area), and W. J. Jones (Pacific Area), alternate.

Area officials include:

New York. Ernest R. Senn (chairman), senior vice president, Grace Line, Inc., Three Hanover Square, New York, N. Y. 10004, DIgby 4-6000; Joseph A. Medernach, (vice chairman), vice president and asst. to the president, Moore-McCormack Lines, Inc., 2 Broadway, New York, N. Y. 10004, 363-6600; Edmund J. Camuti, vice president-traffic, Prudential Lines, Inc., 1 Whitehall St., New York, N. Y. 10004, WHitehall 3-1040; and John Gorman, vice president-traffic, Farrell Lines, Inc., One Whitehall St., New York, N. Y. 10004, WHitehall 4-7460; Robert Agman, executive assistant to vice president for traffic, United States Lines Co., One Broadway, New York, N. Y. 10004, DIgby 4-5800.

Gulf Coast. Harry X. Kelly (chairman), director of customer relations, Delta Steamship Lines, Inc., 1300 Hibernia Bank Building, New Orleans, La. 70112, JAckson 2-3492; James Amoss, (vice chairman), vice president-traffic, Lykes Bros. Steamship Co., Inc., P. O. Box 53068, New Orleans, La. 70150, 522-6661; Henry Giardina, vice president-traffic, Gulf & So. American S/S Co., P. O. Box 50938, New Orleans, La. 70150, 523-6611, and Gerald Weickhoff, senior vice president, Bloomfield Steamship Co., 213 International Trade Mart, New Orleans, La. 70130, 522-4416.

Pacific Coast. John R. Wagner (chairman), senior vice president, Pacific Far East Line, Inc., 141 Battery St., San Francisco, Calif. 94111, EXbrook 2-7600; Winston J. Jones, (vice chairman), vice president, States Steamship Co., 320 California Street, San Francisco, Calif. 94104, YU 2-6221; J. E. Espey, vice president-general manager, freight sales, American President Lines, Ltd., 601 California St., San Francisco, Calif. 94108; A. E. Friedberg, freight manager, Oceanic Steamship Co., 215 Market St., San Francisco, Calif. 94105, YUkon 2-7700; J. F. Byrne, assistant to the vice president, American Mail Line Ltd., 1010 Washington Building, Seattle, Wash. 98101, MAin 4-4400, and D. N. Lillevand, vice president, Grace Line, Inc., Two Pine St., San Francisco, Calif. 94111, SUtter 1-3800.

CASL's 14 members

EAST COAST

Farrell Lines, Inc.	New York
Grace Line, Inc.	New York
Moore-McCormack Lines, Inc.	New York
Prudential Lines, Inc.	New York
United States Lines Co.	New York

GULF COAST

Bloomfield Steamship Co.	Houston
Delta Steamship Lines, Inc.	New Orleans
Gulf & So. American Steamship Co., Inc.	New Orleans
Lykes Bros. Steamship Co., Inc.	New Orleans

WEST COAST

American Mail Lines, Ltd.	Seattle
American President Lines, Ltd.	San Francisco
Pacific Far East Lines, Inc.	San Francisco
States Steamship Co.	San Francisco
Oceanic Steamship Co.	San Francisco

Airline announces service Washington to Orient

Northwest Orient Airlines through-plane fan-jet service from Washington to Tokyo will start October 1.

Northwest 320 fan-jets are equipped with 91 by 134-inch forward cargo doors leading to a volume cargo area on the main deck.

Numerous exhibits set in Barcelona; U.S. firms invited

The growing national income of the Spanish people and the country's importance as a market for U.S. products should make a number of upcoming exhibits in Barcelona "interesting to American suppliers."

The U.S. Consulate General in Barcelona made this statement and said for those firms with a Spanish agent the fairs may offer an opportunity to introduce new products to the Spanish market or to initiate a sales campaign.

List

The upcoming fairs—all in Barcelona—are as follows:

LONTEX 65, Oct. 5-9—a national fair showing Spanish textiles and clothing, with daily fashion shows.

SONIMAG 3, Oct. 9-20—A national fair concentrating on optical goods, television and radio equipment, and any other customer items or industrial goods relating to "image and/or sound." Many imported goods have been shown through Spanish agents in previous years. To be held in conjunction with the 7th International Color Film Week and the 7th International Film Congress.

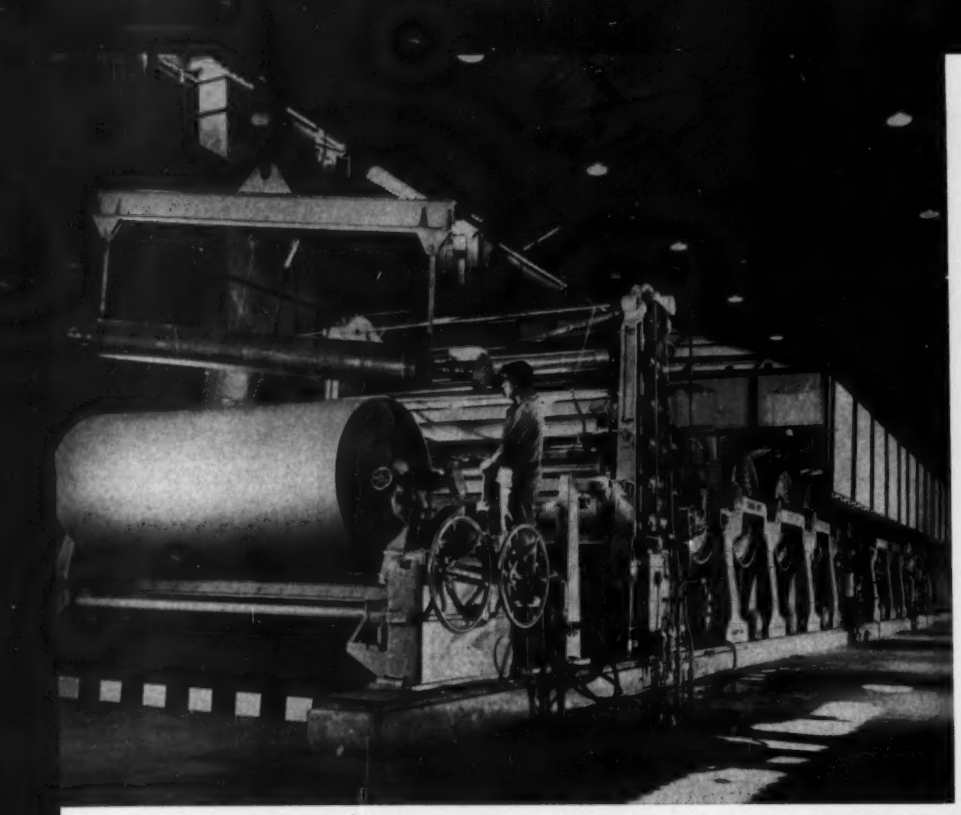
HOGAROTEL 5, Nov. 6-21—Fifth annual fair devoted to consumer and industrial items for homes and hotels. The fair, according to reports from Barcelona, now has "international" status and more foreign goods, especially hotel equipment, are expected to be shown in 1965.

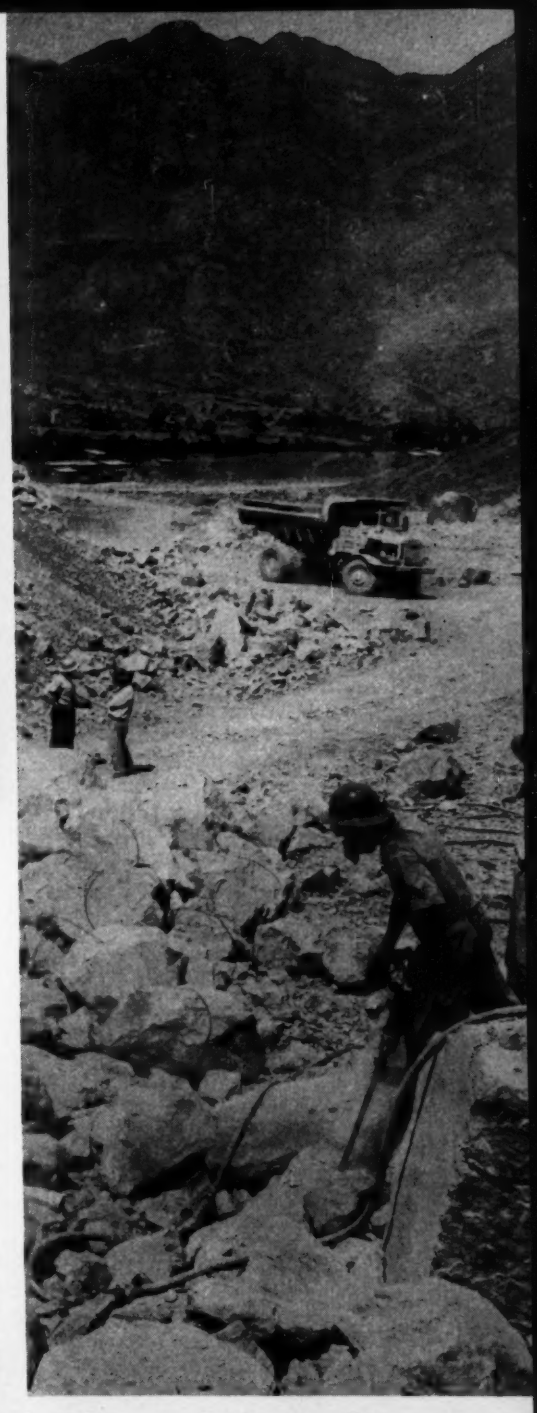
EXPOQUIMIA, Dec. 3-14—A national fair, the first of annual series, limited to equipment for and products of various chemical industries, including laboratory equipment.

INTERNATIONAL NAUTICAL SALON, Feb. 19-March 6, 1966—The fourth international fair devoted to boats and sporting equipment.

GRAPHISPACK 66, March 4-19, 1966—This exhibition of graphic arts and packing equipment, previously part of the annual Barcelona trade fair, is to be given the status of monographic fair in 1966. An international Congress of Packing may be held in conjunction with this event.

Write: (Name of fair), Avenida de Maria Cristina, Palacio No. 1, Barcelona 4, Spain.





INSIDE AND OUT, Latin Americans are struggling up the development ladder, as in this Peruvian paper mill (above) and limestone quarry (r.). LAFTA leaders will meet in fall to chart 1966 course.

Major year-end LAFTA meetings may chart organization's course

By GEORGE POLLARD

Bureau of International Commerce

The Latin American Free Trade Association's progress toward its goals at the end of its fifth year remains uncertain.

The fifth annual session of the Conference of the Association has been delayed by postponement of the LAFTA Foreign Ministers Conference which was to precede it. The Ministers' meeting is now tentatively set for November 3, with the annual session expected to begin in mid-November.

LAFTA was created in 1960 by the Treaty of Montevideo to which there were nine signatory governments: Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru and Uruguay. With the pending addition of Venezuela and Bolivia—both have shown increasing interest in joining LAFTA—the organization would include all the continental Latin American nations plus Mexico.

The organization operates with three main methods for eliminating trade barriers among member countries: yearly national lists, common schedule agreements and industry agreements.

National lists

The first two negotiating sessions held in 1961 and 1962 respecting national lists produced some 7,500 concessions. The third session however resulted in only 800 concessions and the fourth session only 240. Currently there is some feeling that LAFTA may have run out of items which present limited problems for individual countries and on which further successful national list negotiations may be based.

The first Common Schedule, finally negotiated during the fourth conference in 1964 has now been approved by all members. It includes 113 products, mainly agricultural, accounting for slightly more than 25 percent of present intra-LAFTA trade.

To date only two industry agreements have been negotiated—computing machines and electron tubes. Industry meetings held under LAFTA auspices this year working towards further complementation agreements included the chemical industry (concluded July 11) and automotive industry (concluded August 13).

Free trade in selected products or "sectoral integration" is another area being pursued by the organization. The hope is to show that it is feasible to concen-

trate regional development, at least initially, on selected key industries such as chemicals, paper and steel, and to distribute new facilities for manufacturing such products so that each member country may obtain a satisfactory share of benefits.

Imports and exports

Long-run development of the LAFTA market should bring greater imports of capital goods, including machinery, semimanufactured steel products and chemicals. Correspondingly, the area's imports of consumer and other manufactured products should decline as more industrialized members of LAFTA become greater suppliers of the LAFTA market.

LAFTA developments to date have had no measurable effect on U.S. exports to member countries. Total U.S. exports to LAFTA declined from $2.4 billion in 1961 to $2.0 billion in 1963 but rose to $2.5 billion in 1964.

Intra-LAFTA trade reached a record high in 1964, according to statistics published by the LAFTA Secretariat. The value of this trade has increased in size and as a percentage of total external trade every year since 1961. Imports from LAFTA sources by LAFTA countries in 1964 were reported at nearly $646 million.

The many 1965 suggestions for augmenting Latin American economic integration provide an extensive range of topics for discussion by the Foreign Ministers.

Unformed response

Results of the year-end LAFTA meetings will depend in part, on how the LAFTA countries weigh the advantages to be gained from accelerated moves toward enlarged integrated markets against the fear regarding the impact such moves would have on well-established interests.

National and international leaders have called for greater economic progress in Latin America. LAFTA is being looked to as an important base for this progress. Her 1965 response to these calls remains unformed.

Managerial problems abroad to be aired in Los Angeles

The 1965 Institute on Management Problems in Doing Business Abroad will be held in Los Angeles on the first four Fridays in October.

Write: Los Angeles Chamber of Commerce, 404 South Bixel St., Los Angeles, Calif.

ADELA completes successful year

Fifteen investment projects channeled to eight countries

The Atlantic Development Group for Latin America (ADELA) has within the space of one year developed into a significant channel of private investment into Latin America.

On Sept. 30, 1964, this investment group of 54 private companies in the United States, Canada, Europe and Japan, was created to finance economic development projects in the Latin America area. These private companies initially subscribed $17 million to its capital, of which $7 million was raised in the United States; $7 million was raised in Europe; $2 million in Canada; and $1 million in Japan. The maximum investment which any one company can make in the enterprise currently may not exceed $500,000.

New investments

ADELA's capitalization recently reached $31.15 million. Its activities are expected to produce large new additional investments through joint ventures.

Swedish financier Marcus Wallenberg, Sr., Vice Chairman of the Stockholm Enskildo Bank of Sweden, is Chairman of ADELA, and Ernest Keller of Switzerland is Chief Executive Officer.

The Chairman recently announced that since ADELA was founded, 15 direct investments in 8 Latin American countries were made, totaling $10 million in which more than 130 banks and industrial groups in 12 European countries had participated jointly with industrial groups in the United States, Canada and Japan. These investments are connected with projects which represent total capital outlay of $96 million. In addition, ADELA has made several short and medium-term loans totaling $11.5 million.

Began in Colombia

ADELA, with its main office in Luxembourg, a branch in Zurich, and an operations office in Lima, made its first equity investment of $500,000 in a new steel forging plant owned by Forjas de Colombia in Bucaramanga, Colombia. A brief list of some ADELA projects and the extent of its financial participation appears in the box below.

Emilio C. Callado, Vice President and Director of the Standard Oil Co. (N.J.), has expressed great optimism respecting ADELA, observing that over an initial few years of operations ADELA can be expected to provide financing for private enterprise developments in Latin America amounting to roughly 10% of an anticipated total of $5 billion.

Brazil	Papel e Celulose Catarinese S.A. "Catarinese" Lajes (manufacturer of kraft pulp and paper)	$ 3,000,000
Ecuador	Acerias Nacionales del Ecuador S.A. "Andec" Guayaquil (steel rolling mill)	400,000
Ecuador	Cristalerias del Ecuador S.A. "Cridesa" Guayaquil (manufacturer of glass bottles)	100,000
Ecuador	Ecuatoriana de Desarrollo S.A. "Cofiec" Quito and Guayaquil (a development financing company)	300,000
Ecuador	Fertilizantes Ecuatorianos S.A. "Fortisa" Guayaquil (manufacturer of sulphuric acid, ammonium sulphate and mixed fertilizers)	650,000
Ecuador	Matadero y Frigorifico Guayaquil S.A. "Myfgsa" Guayaquil (slaughtering and processing plant)	150,000
Nicaragua	Nicaraguan Long Leaf Pine Lumber Company Inc. "Nipco" Lecus (manufacturer of wood rosin, turpentine and pine oil)	750,000
	TOTAL:	$ 5,350,000

West German radio and tv fair draws crowds, big market seen

A West German national trade fair in Stuttgart, featuring radio, television and phonographic equipment, drew a record audience of 566,000 visitors August 27 through September 5 and gave indication of the strong potential market, particularly for television sets, in the Republic.

A total of 120 West German firms, two-thirds of them industrial, displayed their commodities on the expanded Stuttgart fairgrounds. The fair was sponsored by the radio and television section of the West German Association of the Electrical Engineering Industry.

According to the trade association, about 54% of all West German households—or 11 million registered sets—comprise the market today.

The association believes that a minimum of 80% of all West German households will be in a position to acquire a television receiver in coming months.

Approximately 9 million West German households have not yet purchased their first receiver; about 5 million households have old equipment, inadequate for receiving more than one station.

Two-set families

Additional sales, especially for portable receivers, will come from buyers' demand for a second television. Important athletic events like the Olympic Games are a strong promotional factor for increased sales. Changes in furniture styles will also play a role in the market.

In 1964 the West German television equipment industry manufactured 2.3 million television receivers of which 1.8 million were sold in the domestic market and 452,000 exported. The industry hopes to expand its foreign sales in the future.

Color coming

Color television has not yet come to Germany, but the West German television broadcasting companies plan to introduce color broadcasts sometime in 1967. Initial broadcasting time will be only one hour per day, and estimated sales price per unit will be three times the price of black-and-white sets.

Since the Federal German Postal Authority, which owns, operates, and maintains the network of broadcasting stations, will have to invest large sums for color television, it is also expected that the monthly fee of DM 7.00 per receiver will have to be increased.

While German production of television, radio and phonograph equipment is spread over a relatively large number of manufacturers, antenna production is concentrated in a few large enterprises. Three firms account for about 60% of the national output, another 9 firms make up 30%, and the balance is produced by an unknown number of small firms. About 23-25% of this production is exported.

The next German fair for radio, television and phonographic equipment will be held in 1967 in Berlin.

Welding and cutting products exhibited at Essen trade fair

Twenty-three U.S. manufacturers of gas and electric welding-cutting equipment are showing their products at the U.S. exhibition at the trade fair for welding and cutting in Essen, Germany. Sept. 25-Oct. 3.

The fair opened Sept. 25 and will be held through Oct. 3. The Commerce Department's Bureau of International Commerce (BIC) is staging the exhibit at the fair, which is expected to attract buyers from throughout West Germany and the European Common Market.

Products displayed at the U.S. exhibit include welding and cutting torches, welding guns and instruments, electrodes, power units and positioners, soldering and brazing fluxes, arc stabilizers and fusion welders, various types of welding rod and wire, gloves, shields and helmets, and welding accessories.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

U.S. home products shown at Berlin fair

The wide variety of products found in a typical American home are being displayed in a U.S. exhibit at the German Industries Exposition in West Berlin.

The exhibition, which opened Sept. 22, is staged by the Commerce Department's Bureau of International Commerce (BIC) in cooperation with the commercial staff of the U.S. Embassy in Bonn. It is the 11th international trade fair in which the Commerce Department has staged a U.S. export promotion exhibit this year. Some 400 American firms have participated in these shows. The BIC will sponsor seven more international trade fair exhibits this year.

$16.8 million in sales

As of June 30, 255 exhibitors at six shows reported on-the-spot sales of $1,075,000 and estimated follow-up sales of $16,855,000 within a year.

German housewives visiting the U.S. exhibit are finding displays of modern American kitchen appliances, furniture, rugs and carpets, vacuum cleaners and party favors. Their husbands find new cameras, hi-fi equipment, lawn mowers and snow throwers, do-it-yourself tools, and heating and plumbing fixtures.

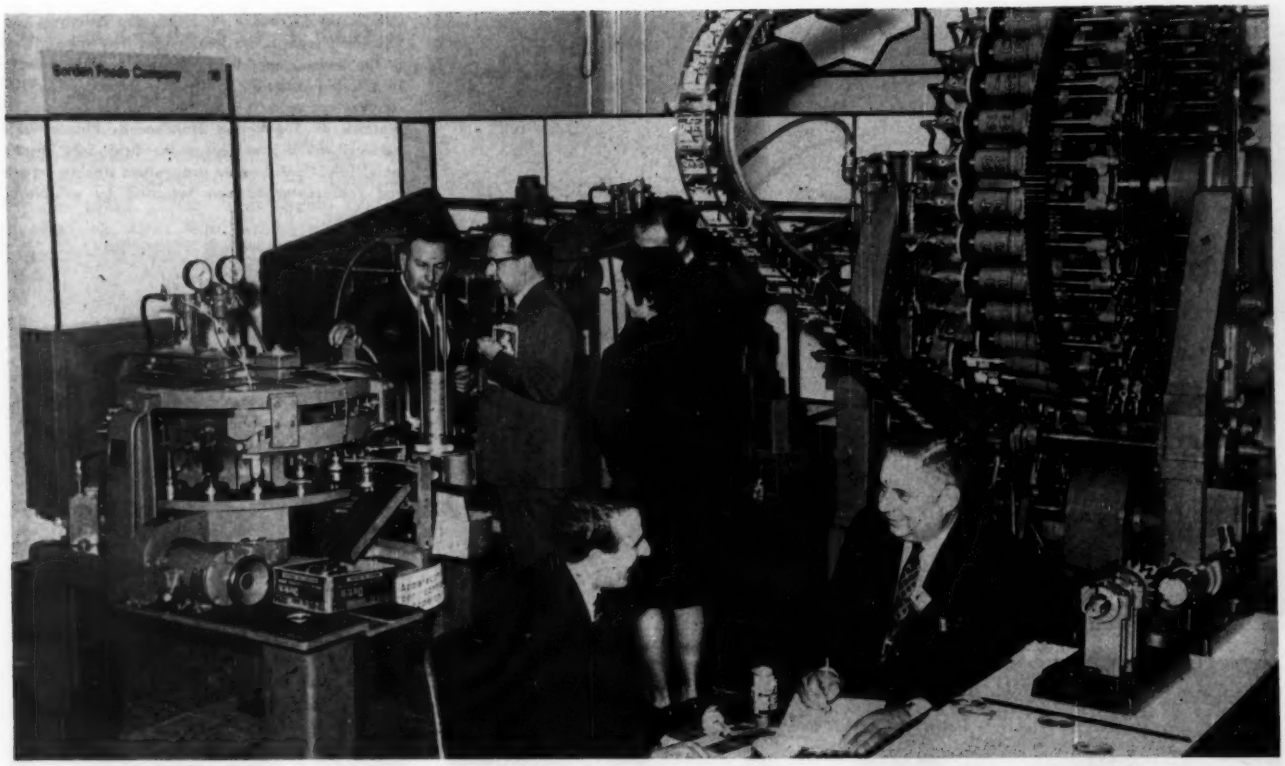
Textile executives gather in Atlantic City for talks

Executives prominent in the management, marketing, manufacturing and financing of textile fibers, fabrics and equipment, representing leading organizations from 20 different countries, will gather in Atlantic City this week to review and evaluate the challenges and opportunities in international textile operations.

Werner Textile Consultants, of New York City, will present an executive seminar, "Problems and Prospects in International Textiles," during the course of the American Textile Machinery Exhibition/International, which begins today. The Seminar will be held at Kerry Hall, the Shelburne Hotel, starting at 9:45 a.m. on Thursday.

THE PACKAGING MACHINERY exhibit at the Trade Center in Milan brought a good response from Italian businessmen in that field and they crowded into the American displays to see what the U.S. firms had to offer. The above picture is a view of the exhibit area with opening day visitors.

EARNEST CONVERSATION with interested visitors and prospective buyers took place in several areas of the U.S. exhibit at the Milan Center. In the above photo, J. G. Hafer (standing), director of Fife Europe Gmbh, demonstrates his company's photoelectric guiding system. In picture at left, taken on the Sept. 11 opening day, Arhur R. Schaefer, vice president of the New Jersey Machine Corp. and president of the Packaging Institute, is involved in some serious business talk with a prospective buyer.



BUSINESS TALKS GO ON above and below. In top photo, Victor I. Roberts (right), production manager of Borden Foods Co., carries on a conversation while other representatives demonstrate some of their latest equipment for interested visitors. Below, Mr. Pellegrini of Carlo Crespi & Co., Italian representative for Adolf Gottscho, Inc., is shown with a prospective buyer of Rolacode 305.

At Milan: packaging machinery

MRS. AUDREY MARSH KING, export director of Marsh Stencil Machine Co., and Mr. Favata Jr., Italian representative for Marsh, explain the operation of the new Twin-Taper to buyers at the Milan show.

'BY GOLLY, WHAT A PICTURE,' the delighted visitors (left) seem to be thinking as they take a look at the Sawyer exhibit of Viewmaster slide viewers. In photo just below is Greek-American industrial cooperation in action at the booth of Xylopan, a licensee of Superwood Hardboard. Photos were taken at the U.S. exhibit at the Sept. 5-26 Thessaloniki fair. Considerable progress in signing agents and representatives was reported by exhibitors.

OPENING DAY ATTENDANCE at the U.S. exhibit totaled 77,500. Photo at left is of the Kodak exhibit, where F. W. J. Wheeler, general manager of Kodak-Near East, demonstrates new Super 8 movie camera to Minister of Industry Papadimitriou. Picture at bottom left was taken at booth of Regal Electronics, joint producer of aluminum Christmas trees and inflatable mattresses. Albert Arcache, below, regional manager of Valvoline Oil Co., discusses product quality with an interested visitor.

At Zagreb Fair: Tito listens . . .

Yugoslavian President Tito listens to U.S. Exhibit Manager Fritz D. Berliner explain some of the finer points about bowling as Mrs. Tito watches the pins being set up. The chief official, touring the U.S. exhibit at the fair, stopped at the Brunswick Bowling Lanes display and was urged to try his hand. From left to right are Peter Stambolic, President of the Federal Executive Council; U.S. Ambassador Burke Elbrick; Mrs. Tito; President Tito; Berliner; and Marshall Gunishaw, the Brunswick bowling instructor.

494,690 persons go through U.S. pavilion at Zagreb

President Tito was not the only one to enter the area of the U.S. pavilion at the Zagreb fair. Final attendance figures showed that 494,690 persons went "through the turnstiles."

The most popular American exhibits, besides the bowling lanes, were the home area and workshop and the music show. The fair was held Sept. 9-19.

'Should I or shouldn't I?' . . .

After 'coaching' his 'pupil' thoroughly, Berliner stands back to watch him (at left). It looks as if Tito is not quite sure whether to try or not. But he steps up, takes the ball in his hand and lets it fly as Brunswick officials and some photographers ready to record the event make up the gallery. The bowling alley was a popular feature of the U.S. exhibit, largely because of the automatic pin setters, pin finders and ball return, all plainly visible to the large crowds of interested spectators.

. . . then gives ball a good spin

Mexico still on the move

First half economic growth at strong 6% rate, although not up to 1964's 10%

Mexico's January-June industrial and commercial activity compared favorably with the first half of 1964, although the country's economic growth rate of 6% to 7% was somewhat below the 10% rate of 1964.

Production of chemicals, steel, cement and vehicles was above the same months of 1964, and retail sales were significantly higher in the 1965 period. Government efforts to restrain inflationary pressures resulted in a contraction in monetary circulation and governmental expenditures.

Although some federal agencies announced their investment plans for this administration, the Government's overall investment program has not been announced.

Through May, Mexico's imports were valued at 4.4% more and its exports at 1.2% more than in the same period of last year. A program to stimulate exports in border areas was announced in May.

Mexico stopped sulfur exports temporarily in April because they were increasing at a rate which would leave Mexico without sulfur for its own needs within the decade. The export problem was settled for 1965 by granting permits to the two U.S.-owned sulfur companies to export 1.8 million metric tons.

The Mexicanization of the American Smelting and Refining Company was completed in June when Mexican businessmen purchased 51% of the stock at a cost of $40 million.

Extreme drought during most of the first six months adversely affected livestock in northern Mexico, and a shortage of beef required the temporary prohibition of some cattle exports. By the end of June rainfall had greatly improved the general agricultural situation.

Economic activity, which declined seasonally during the first two months of 1965, resumed its upward trend in March, and by June 30 was significantly higher than a year previous.

On June 19 price controls were relaxed on automotive and tractor parts, but not on assembled vehicles.

The Fourth National Steel Congress meeting in April was told that by 1970 Mexico would produce 4.5 million metric tons of ingot steel, sufficient for all national needs. Mexico's steel production in 1964 was 2.3 million metric tons.

Business and investment activities in the second quarter of 1965, although substantially below late 1964 levels, were better than anticipated earlier in the year.

There was uncertainty regarding prospects for Mexico's continued growth. However, both domestic and foreign private investors were apparently not affected, as the level of private sector investments has more than offset the reduced capital outlays of Federal Government, State enterprises, and decentralized agencies.

Bank deposits and money supply declined by about 4% during the first four months of 1965 as the Government's anti-inflationary efforts had a tightening effect on private credit availabilities. PEMEX, (the State petroleum company), the Social Security Institute, and other semi-government agencies reportedly began "catching up" on past due commitments during July. Further, some ministries were announcing broad outlines of their investment programs for 1966-70.

Anti-inflationary measures

The cost of living at the end of May was 4.8% higher than at the end of May 1964. The campaign against further price rises has included: the extension nationwide of a price-ceiling system on essential cost-of-living items to industrial, wholesale, and retail levels; and an expansion in sales of essential foodstuffs/household supplies at ceiling or below-ceiling prices by CONASUPO (government supplier of consumer goods).

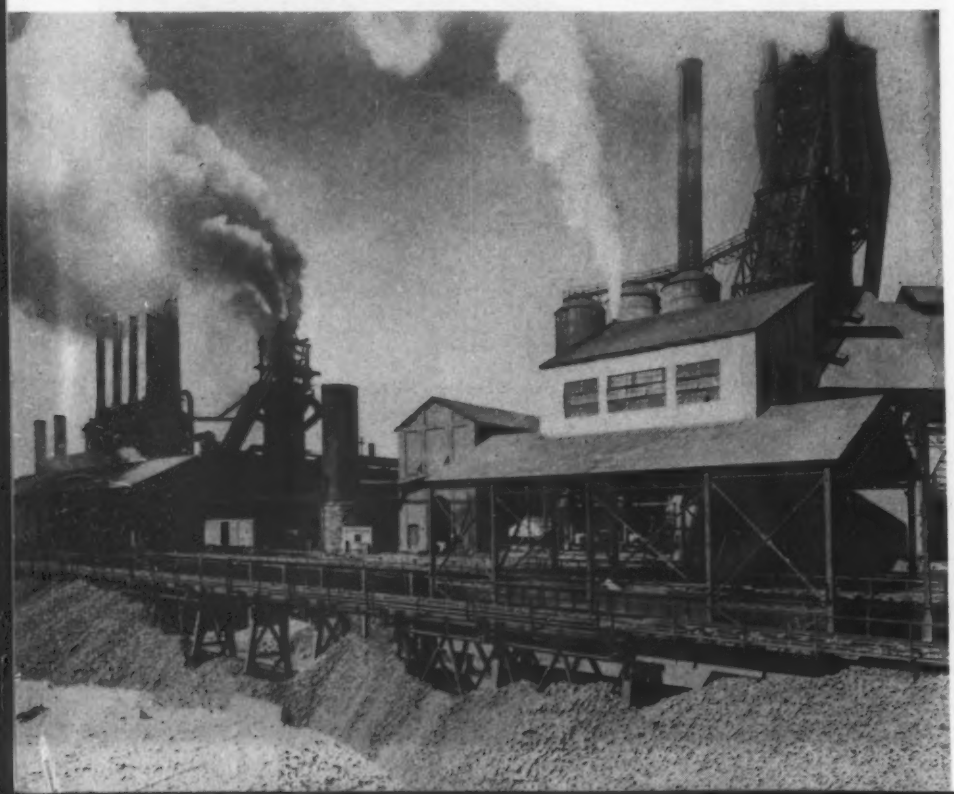
Several indirect restraining measures included: interest rates were firmed up;

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

SMOKE BELCHES from this Monterrey steel mill as Mexico's economy heads for another banner year.



year-to-year growth in money supply was restrained; and public sector outlays were restrained.

The Export-Import Bank granted credits to: Eton Manufactura, S.A., $1.5 million to purchase capital goods for an auto parts manufacturing plant in Toluca; the Mexican Government, $23.75 million to help finance construction of the U.S.-Mexico Amistad Dam; and $13 million for purchase of railway equipment in the U.S.

Canada also gave Mexico a $10 million credit to purchase rails and equipment.

A British financial consortium granted PEMEX $24.6 million to purchase British equipment for an ammonia plant.

AID approved a formal Mexican Government request in June for an additional $20 million credit for Mexico's agricultural credit program, and Mexico collaborated with the IDB on an industrial development and financing program for Ecuador.

Mexico's foreign trade held up well in the first five months of this year, with imports at $607.4 million ($581.8 million in the same months of 1964), and exports at $470.5 million ($464.9 million in the 1964 period).

First quarter trade with the U.S. showed Mexican imports at $241.7 million ($212.3 million in January-March 1964), and exports at $149.1 million ($179.7 million in 1964).

The tourist trade remained good, with scheduled arrivals for the summer months well above those of a year earlier. January-April tourist arrivals were up 16% over the same months of last year.

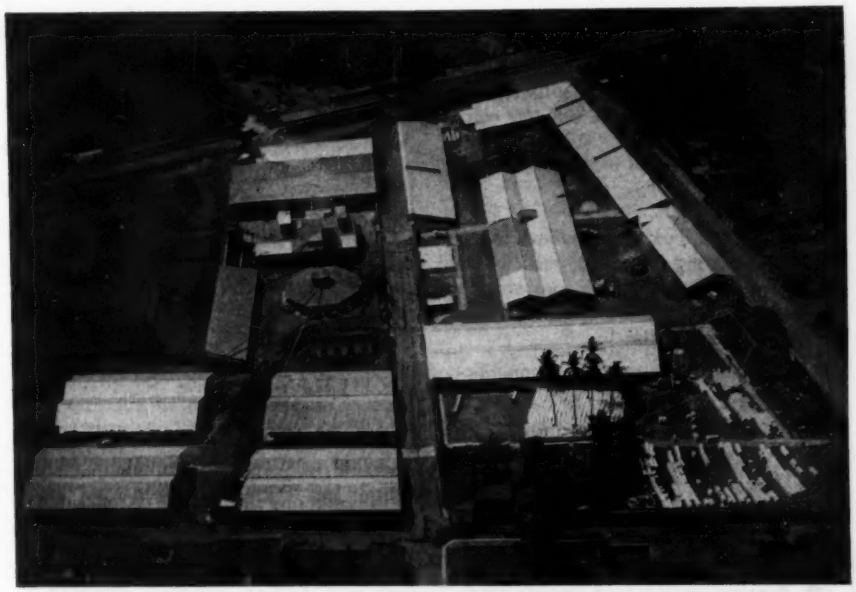
First quarter zinc production increased 16% over the final quarter of 1964—to 59,709 metric tons. However, output of antimony and lead declined to 857 tons and 41,000 tons, respectively.

Declining Mexican oil production and the sharp increase of about 10% in consumption of crude and refined products is reportedly causing a sharp increase in Mexico's imports.

New export

Mexico is emerging as a minor grain exporter, with an arrangement to ship 400,000 tons of wheat and 100,000 tons of corn to the United Arab Republic. Mexico also supplies Poland with 150,000 tons of wheat under barter agreement.

Mexico's production of vegetable and animal fats declined to 383,174 metric tons in 1964, 5% below 1963, but is expected to be up 8% in 1965.



COTTON MILL at Ilopango. The textile industry was especially hard hit by the recent earthquake.

Severe El Salvador quake causes first slowdown in 2½ years

$6.2 million port expansion will create need for many products; country holds onto coffee in hopes world market price will rise

There was a definite slackening of commercial and industrial production activity in El Salvador during the second quarter.

This first slowdown in nearly two and one half years was partially due to seasonal trends. However, the primary blame lay on the sharp earthquake which severely rocked San Salvador on May 3, causing considerable property damage and loss of life.

El Salvador exported commodities valued at $165.6 million between January and May, a decrease of about 18% over the same period in 1964. Although detailed statistics are not yet available, the decline was probably due to lower coffee shipments. El Salvador withheld coffee from the world markets in an effort to benefit from an expected rise in prices.

Imports continued to increase during the first five months of the year, although the rate of increase may have slowed somewhat. A total of $148.4 million worth of goods were imported, up 14% over the same period in 1964. Based on figures for the first five months, El Salvador's 1965 trade seems headed toward another deficit in the balance of trade account.

Seasonal trend reversed

Although the total was slightly under that for a year ago, El Salvador's net international reserves again ran contrary to the usual seasonal trend and rose slightly during the second quarter.

Government revenues for the first half of the year totaled $54.2 million, an increase of approximately 10% over the comparable period of 1964. Nearly all of the increase was due to increased tax collections reflecting the increased economic activity. Revenue from income taxes, excise levies, and import and export duties, were all higher than in the 1964 period.

El Salvador's industrial establishment,

Pakistani contraband

A circular letter has been issued to U.S. subsidized operators by the Maritime Administration, U.S. Department of Commerce, to inform them of the declaration by the Government of Pakistan that certain types of cargoes will be considered contraband and subject to seizure. The contents of the letter, which is reproduced below, are equally applicable to all U.S. flag ships.

Circular letter No. 8-65 September 16, 1965

Gentlemen:

Recent India/Pakistan developments have resulted in the Government of Pakistan declaring certain types of cargo contraband and subject to seizure by that Government. At the present the following types of cargo have been declared as contraband; however, as with any list of this type it is subject to change at any time:

- All kinds of arms and ammunition and explosive; their components and ingredients;
- Crude oil and fuel and lubricants of all kinds;
- All means of transportation on land, in water or air and component parts thereof;
- Electronic and telecommunication equipment; and
- Optical equipment specially designed for military use.
- Precious metals and objects made thereof, coin, bullion, currency, evidence of debts, debentures, bonds, coupons, stocks and shares or any negotiable or marketable security; precious or semi-precious stones and jewels

This matter is brought to your attention to preclude delays to United States flag shipping or possible loss through seizure.

Nicholas Johnson
Maritime Administrator

concentrated as it is in the capital city area, received a setback from the earthquake. Exact figures on damage to plant and equipment, as well as lost production due to worker absenteeism and shortage of materials are not available. However, the National Planning Commission estimates damage at approximately $2.6 million.

The textile industry was particularly hard hit, suffering 42% of the estimated damage. Loss of production was greater than the actual physical damage.

During the first four months of the year the Ministry of Economy granted the benefits of the Industrial Promotion Law to 57 companies for projects worth a total investment of $18.8 million, to be used for new plant construction and expansion of existing facilities. The Salvadoran Industrial Development Institute (INSAFI), granted 122 loans totaling approximately $2 million to entrepreneurs needing special assistance. INSAFI may loan as much as $5 million during 1965, as compared with a 1964 total of $4.5 million.

Several new plants were inaugurated during the first half of 1965. Chief among them were Productos Alimenticios Underwood de Centro America, S.A., which produces canned meat products; Industrial Electromecanicas de Centro America, S.A., producing automobile batteries; Industrias de Productos Electricos Centro Americana, S.A., producing electric light bulbs; and plant No. 2 of Muebles Metalicos Prado, S.A., which will produce electric refrigerators.

Discos Centro Americanos, S.A., an RCA licensee for the production of phonograph records, was also inaugurated.

New industries in various stages of construction include Implementos Agricolas Centro-Americanos, S.A., now being constructed on the outskirts of Santa Ana to provide agricultural hand tools; and Vidrios de Centroamerica S.A., which expects to open its new Salvadoran owned plant at San Marcos to produce glass containers in the near future.

Construction has not yet started on several more factories which will produce items including zippers, razor blades, cutlery, synthetic fiber, and an assembly plant for farm tractors and trucks.

The 1965-66 Salvadoran green coffee crop is expected to be about 11% higher than the previous crop. This is an up year in the country's coffee cycle and higher yields are also expected to result from improved cultural practices, more fertilization, and good weather conditions.

Cotton production is expected to be down significantly during 1965-66.

The Salvadoran Cotton Cooperative estimates that the 1965-66 cotton area will probably not exceed 245,000 acres. This would be a 19% decrease from last year, and 5% below the average for the previous 5 years.

Centrifugal sugar production during 1965 is estimated at about 101,000 metric tons, an increase of 38% over 1964 and 72% higher than the previous 5-year average.

Corn imports during 1964-65 have been running at a record level due to the short domestic crop. Present indications are that the 1965-66 corn crop will be still lower.

The Port of Acajutla, which is presently planning to expand its facilities by the construction of another pier, took a major step in this direction by obtaining a loan of $3.24 million (Canadian) from the Inter-American Development Bank (IDB). Improving and expanding port facilities will cost about $6.2 million, and includes the purchase of machinery, construction of additional warehouses, dredging, and purchase of additional land as well as construction of the new pier.

Tariff rates on 31 items revised by Philippines

The President of the Philippines through an Executive Order, has revised tariff rates on 31 items.

Rates were decreased on 26 items, in order to "protect consumers against any upward price effects"; and rates were increased on five items to protect domestic industry.

Items on which the tariff was lowered include cigarettes, film, paperboard, narrow-woven fabrics, safety headgear, bottles and vials for injectibles, grinding balls and rods, jeeps, pipe and reed organs, other wind musical instruments, pianos, parts and accessories for musical instruments, and empty gelatin capsules for pharmaceutical products.

Items on which the tariff was raised include certain vegetable oils, gummed tape (excluding masking), knotted cotton fabric for fishing nets, and rice hulling machinery with rubber rollers.

For rates on individual items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Imports surge as Guatemalan economy continues to make strong showing

Delay in granting special benefits doesn't discourage investment applications; good international prices buoy agricultural outlook

The Guatemalan economy remained strong during the second quarter, with domestic trade levels close to those of 1964 and estimates of imports and exports running about even. However, imports were up sharply over 1964 and exports were only moderately higher. As a result, international reserves experienced an early and sharp decline.

Although foreign trade statistics are not yet available, official estimates indicate that imports increased by roughly 18% to $86 million for the January-May period, while exports increased by only 5% to about $87 million. Although Guatemala may have enjoyed a slight favorable balance of trade for the first five months of 1965, the trade outlook is not encouraging.

Guatemala's exports are sharply seasonal, reaching maximum levels in the year's first half and declining through most of the second six months. Normally reserves accumulated through the first half of the year must sustain imports until the next export crops go to market in the year's closing months.

The Bank of Guatemala reported international reserves at the end of June at $46.6 million, or $14.8 million lower than in June 1964, and down $6.1 million since May. At this early date, reserves are approaching the seasonal low usually reached about October.

Selective controls may be imposed on certain non-essential imports such as consumer's non-durables and raw materials for domestic consumer industries.

However, the Bank of Guatemala has reported that the sharp rise in imports largely reflects increased entries of capital goods and raw materials rather than consumer goods, as had been previously believed.

Important impact

The organization of three banking institutions which promise an important impact on the economy continued, but there was little progress in actually getting them into operation. Private sources over-subscribed the $1.25 million which was sought as local capital for the private investment bank, Financiera Industrial y Agropercuaria, while negotiations continued on implementing the authorized $5 million U.S. loan for this organization.

Meanwhile, a projected industrial bank being created from forced contributions made by firms benefiting from special tax and import privileges, and a worker's bank which had been planned in association with the industrial bank as a small loan institution, are no closer to beginning operations.

New industries

Six new firms with a combined capital of $2.1 million were granted new industry benefits under the Government's industrial encouragement laws. These included an important investment in fertilizer production, and lesser investments in the production of cement blocks and various types of machinery.

Additional requests for special benefits for new industry continue to be filed with the Government despite the delays encountered by domestic and foreign investors in obtaining action on their applications. The majority of these firms intend to produce such consumer goods as plastics, dental equipment, and processed food; they were almost entirely financed by Guatemalan capital.

The most significant new business going into operation in Guatemala during the quarter was the Monsanto plant to produce various insecticides, fertilizers, paints, oils, and other products for agriculture in Guatemala and other Central American Common Market countries.

International Nickel Company, Basic (INCO) announced that it would proceed with a nickel-mining and processing facility costing more than $50 million, with an initial production capacity of at least 25 million pounds of nickel annually.

Guatemala's naturally productive growing conditions plus continued good international commodity prices (except for sugar) make 1965-66 agricultural prospects good. Slow but steady progress in diversification is reducing the country's traditional dependence on coffee and bananas, and its vulnerability to natural crop disasters. However, coffee is still the leading export, and a carryover of 200,000 bags is expected at the beginning of the new coffee year on October 1.

The flowering of the 1965-66 coffee crop was reported to be excellent, and growing conditions have been ideal. The new crop is expected to be of record size, with exportable coffee reaching 1.9 million bags.

Harvesting and grinding of the 1964-65 sugar cane crop was completed in early June. Production totaled 147,000 short tons, down 2% from a year earlier. Thirty-six thousand short tons will be available for export, all of which will go to the United States.

Harvesting and ginning of the 1964-65 cotton crop ended around June 1, and production is reported at 300,000 bales, up 4% from 1963-64. The planting of the new cotton crop began in June and is expected to produce 350,000 bales, an increase of 17%.

The meat export quota for May-August 1965 was reduced by 27% to allow for increased domestic consumption. During this period Guatemala had expected to export about 4.1 million pounds of fresh, chilled, or frozen beef, but the new order limited the amount to 3 million pounds.

Power expansion

In late May, the Directors of the National Electrification Institute (INDE) met with a delegation from the Interamerican Bank for Reconstruction and Development to discuss financing of four important power projects: the Jurun-Marinala hydroelectric development and the thermo-electric projects at Escuintla, the Puerto Barrios project and the national port project located at Matias de Galvez.

INDE announced completion of the first phase of the $12 million Jurun-Marinala hydroelectric development and the thermo-electric plant which is expected to provide an additional 6,000 kw. for the capital area by 1969. Meanwhile, press notices continued to predict that the 13,000 kw. hydroelectric project on the Los Escalavos River would be producing electricity by early 1966.

Guatemala's government-owned and managed national airline, AVIATECA, now has international routes to Miami, New Orleans, San Salvador, and Acapulco.

The firm has increased its activities in tourist promotion efforts. On June 4, regular air freight service was inaugurated from Guatemala City's Aurora Airport by Pan American World Airways. The airline will maintain weekly or more frequent cargo services to all Central American capitals and Miami.

Iran tightens credit, import restrictions

The Iranian Government has taken steps to tighten credit and import controls by raising commercial bank and letter of credit deposit requirements with the Central Bank.

Effective Sept. 22, the required deposits of banks with the Central Bank was raised from 12 to 15% for demand deposits, 5 to 10% for time deposits, and 7½ to 10% for savings deposits.

Previous percentages had been set in September 1962 when the percentages were lowered to spur economic activity. The Banking Law sets maximum required deposits at 30% for demand deposits and 20% for time and savings deposits.

Earlier regulations raised prior deposit requirements for goods imported on a letter of credit basis on many "non-essential" goods. Iranian regulations require that many goods be imported only on a letter of credit basis, and the Government often uses the cash deposit requirement as a means of regulating the level of imports.

These actions were taken against a background of 1½ years of economic expansion. Both steps are intended as a check on imports which rose 30% to $749.6 million during the Iranian year ending last March 20.

Fiji issues regulations on plant, animal imports

Fiji has issued new customs regulations to protect against importation of noxious weeds, pests and diseases.

Under the new laws, a customs inspector may order contaminated or illegally imported plant life, soil, fungi, bacteria, virus or invertebrate animals to be incinerated, dumped at sea, disinfected or otherwise disposed of.

If a vessel, within 20 days of its arrival in the colony, has called at a port where, in the opinion of the Director of Agriculture, it may have become contaminated, the Director may require that the vessel be kept at least a half mile from the nearest point of land, that no loading or unloading shall take place until the inspector has boarded the vessel, that all loading and unloading shall take place during the daylight hours into barges at a distance of not less than one-half mile from the shore, and that all costs and charges incurred by the inspector for the purpose of inspection and accommodation of the vessel shall be payable by the owners or agents of the vessel.

Singapore removes import restrictions on chocolates

Singapore has abolished quantitative restrictions on assorted chocolate nuts, peanut chocolate, tins of assorted chocolates filled with fruits, Easter eggs, Christmas packs, special presentation boxes and tins, confectionery, and toffee coated with chocolate.

The listed candies are, however, still subject to specific import licensing.

Import licenses, inward declarations and relevant invoices for chocolate candies must show the exact description, brand and packing of the items to be imported.

Fertile egg importation prohibited by Venezuela

The importation of fertile eggs into Venezuela has been prohibited, effective July 1, 1966.

Until then, the Director of Commerce of the Ministry of Development will continue to authorize licenses, in conformance with the quotas maintained and the quantities previously recommended by the Director of Economics and Agricultural Statistics of the Ministry of Agriculture.

Venezuelan imports of eggs for hatching have been valued at over $2 million per year, coming almost entirely from the U.S.

Duty exemptions granted in Papua, New Guinea

Papua and New Guinea have announced that until June 30, 1966, duties will be waived on all imports of partially processed tobacco leaf, gums and filter tips (or parts thereof) for use in the manufacture of cigarettes; cigarette wrapping materials other than cigarette papers cut to size in books of 60 pages; and material used in the packaging of cigarettes.

Colombia decrees new tax measures

Colombia has established new income tax surcharges for the years 1965 and 1966.

A surcharge of 15% of total income tax payments due for the 1964 tax year which must be paid in 1965, and a surcharge of 10% on total income tax payments made in the 1965 tax year which must be paid in 1966 were imposed.

To finance Government economic development plans, Colombia has authorized issuance of 600 million pesos of "Economic Development Bonds." The following groups are required to purchase these bonds:

Income tax payers must purchase these bonds in an amount equal to 5% of total income tax payments on 1964 income;

Mutual funds must buy these bonds in an amount of no less than 10% of their total portfolio holdings;

Insurance and investment companies must purchase the bonds in an amount equal to 3% of their gross assets.

Once 100 million pesos of the bonds have been sold, the purchase obligations of mutual funds, insurance, and investment companies terminate.

New import quotas issued in Singapore

Singapore has revised import quotas on domestic aluminumware, plastic insulated cables, rubber-soled shoes, batteries, clothing made of plastic sheeting, galvanized iron or steel sheets, and fishing nets of synthetic fibre.

Quotas, based on one-quarter of 1964 imports of similar goods, are domestic aluminumware, not being tools (July 28-Oct. 27 period), 50%; plastic insulated cables (Aug. 1 to Oct. 31), 5%; footwear with outer soles of rubber (Aug. 1 to Oct. 31), 75%; flashlight batteries (July 24 to Oct. 23), 12½%; other primary batteries, including radio batteries (July 24 to Oct. 23), 6¼%; clothing of plastic sheeting (July 24 to Oct. 23), 100%; galvanized iron or steel sheets (July 24 to Oct. 23), 10%.

The listed restrictions are only applicable to goods for consumption in Singapore, and do not, of course, affect goods to be reexported.

Seeking partners

Mission to Peru receives numerous investment proposals

The U.S. Trade Mission to Peru has reported 54 proposals from Peruvian business concerns for joint ventures and licensing arrangements with U.S. firms.

Opportunities include processing whale meat, making fluorescent light fixtures and joint ventures in a paper mill and the fabrication of aluminum extrusions.

U.S. firms interested in following up one or more of these proposals are requested to show the Interview Report (IR) number on any correspondence with the Peruvian firm or with the Department of Commerce.

This identifying number is listed immediately after the Peruvian firm's address on each proposal.

As explained in this section's "Investment Assistance" box, World Trade Directory Reports and additional information are available from the Department of Commerce on those investment proposals listing the appropriate symbols WTD or a star.

0139 Beef cattle ranch

Ranch owner with 5000 acres in the State of Pasco requests a joint venture to produce beef cattle.

Write: Julio Suarez Gamio, Cieza de Leon 165, San Isidro, Lima, Peru. IR 46.

0715 Coffee

An Arequipa coffee and wool exporter, established in 1920, seeks a joint venture to expand operations.

Write: Angel R. Cardenal S.A., Peral 609, P.O. Box 187, Arequipa, Peru. IR 163A.

0912 Finfish

A group of Paita fishermen, led by a U.S. resident, seeks a U.S. joint venture partner to exploit large quantities of hake (Merluza) reportedly in the area. U.S. participant is asked to provide facilities for cleaning fish and a freezing plant. Some form of cooperative arrangement is desired. Facilities for freezing fish are not available locally, and hake require freezing for proper shipment. Lacking freezing facilities, hake is reportedly being sold for bait at $9 a ton. Approximately 100 tons of hake could be caught daily during the six to eight month period.

Write: Frank L. Fleishman, P.O. box 57, Paita, Peru. IR 97.

0914 Whalemeat

An established Lima whale fisher and processor of whale oil seeks a joint venture, preferably with a U.S. canner or meat proceser, to process whale meat. The U.S. participant is asked to contribute part of the equity capital for new machinery, technical assistance, and marketing know-how. Present plans call for the production of 200 tons of whale meat extract per year. The meat can also be processed for human consumption or pet food.

Write: Cia. Ballenera Del Norte, S.A., Edificio Italia 318, Apartado 4892, Lima, Peru. WTD. IR 106.

1476 Salt mining

A mining firm in Arequipa reportedly has acquired six large salt deposits from the Peruvian Government and proposes a joint venture to exploit the mines. Capital and technical know-how is requested of the U.S. participant. The deposits are reported to be located near the Pan American highway and are claimed to contain a high average grade of 85 to 90% salt. According to the firm, the processed salt is 99.64% pure.

Write: Negociacion Minera del Sur J. Oviedo V., Misti 102 (Yanahuara), Arequipa, Peru. IR 154.

1511 Home construction

Home builder seeks joint venture to develop and build sub-division of residences to sell for $8,000 each. Terms of sale on the houses to be 30% down with the balance to be paid over three years at 12% interest.

Write: Cia. Inmobiliaria "Inversiones Bolivar" S.A., Azangaro 377, Office 302, Lima, Peru. IR 36.

A construction firm is interested in a joint venture to build a seven-story office and medical building in downtown Arequipa. Total cost of the venture is estimated at $600,000. The firm has been in business since 1960 and reportedly has 470 employees.

Write: Inara S.A., Constructora E. Inmobiliaria, Rivero 113, Arequipa, Peru. IR 165.

Joint venture sought by firm of construction contractors building apartment houses, office buildings and private homes.

Write: Carlos Leon de Peralta, Sta. Luisa 106, Office #1-San Isidro, Lima, Peru. IR 32.

A Lima home builder seeks joint venture to develop five million sq. ft. of land and construct 2,000 low cost houses—approximately $5,600 a house.

Write: Jacobo Wolfenzon, Carabaya 671, Lima, Peru. IR 34.

A home building contractor in Lima who estimates market for low and middle-income houses is in excess of 150,000 units seeks joint venture with U.S. organization. Firm claims to be selling homes at 35% down with balance financed at 14% interest over a 10-year period.

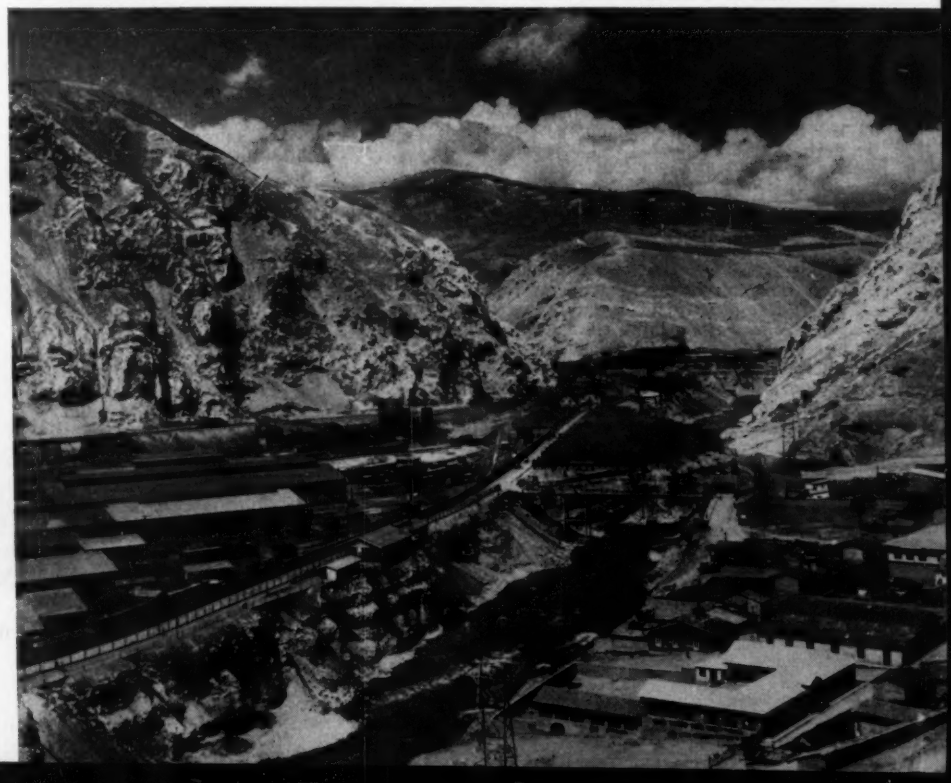
Write: Robert Leon, Mama Ocllo 2640, Lince, Peru. IR 29.

A joint venture is sought by Peruvian real estate developer to construct shopping center on fully-owned property. Center to include 3000-seat theatre, supermarket and bank with adequate parking facilities.

Write: Tomas Datorre, Carabaya 478, Lima, Peru. IR 49.

Management consultant firm seeks joint venture for development of an industrial park of approximately 1.7 million sq. ft. in the Lima area. The park is planned for light industry, with each plant assigned an area between 10,000 and 50,000 sq. ft. Architecture and landscaping standards would be enforced. A total investment of approximately $3.6 million is expected with total equity requirement of $700,000 of which half will be supplied by the firm.

MOUNTAIN RANGE provides a formidable background for this copper smelter at La Oroya, Peru.



WATERFRONT PANORAMA shows the port of Callao, a busy terminal for Peru's export and import trade.

If the U.S. partner is in the construction business it would have the right to negotiate all of the construction work estimated at $2 million.

Write: Ernst Keller and Associates, Jiron Camana 370 (P.O. box 4425), Lima, Peru.★ WTD. IR 55.

The manager of the only savings and loan association in the Arequipa area seeks to interest an experienced U.S. builder or investor in a joint venture to construct homes in the area. Last year approximately 1,000 units were reportedly built in the area, 300 of which were financed by the association.

Write: Caja de Ahorros y Prestamos Para Vivienda de Arequipa, Jerusalen 126-130, Arequipa, Peru. IR 128.

2000 Food products

Arequipa food processor seeking diversification proposes joint venture with a U.S. firm experienced in the industry. The firm has no fixed ideas as to the area into which it should diversify its operations but is receptive to suggestions. It is willing to invest $200,000 in a mutually acceptable venture if the U.S. firm would provide the know-how and accept 30% participation in the project.

Write: Liebmann y Compania S.A., Avenida Bolognesi 108 (Yanahuara), Arequipa, Peru. IR 158.

2020 Dairy products

Lima promoter seeks joint venture for establishment of company to supply milk, cheese, butter and ice cream to central Peru. Initial plant capacity to be about 29,000 liters daily increasing to 40,000 within two years. Complete plant including such supporting facilities as an electric generator, freezer and equipment to manufacture by-products required. U.S. participation to be equity capital and technical know-how. Feasibility study available from promoter.

Write: Roger W. Vidal Ramos, Luis Villaran 895 San Isidro, Lima, Peru. IR 63-A.

2031 Fish canning

Joint venture to produce and can turtle soup sought by firm presently engaged in tanning crocodile and turtle hides. U.S. partner to supply equipment and canning know-how.

Write: Curtiembre Crocodilo S.A., Ricardo Herrora 890, Cuadra 14 Av. Argentina, Lima, Peru. IR 27.

A Lima firm which manufactures fish meal seeks U.S. joint venture partner on a 50-50 basis to provide needed capital for the business. According to the firm, it owns 10 fishing trawlers of 100 tons each valued at over $1 million.

Write: Cia. Ictiologica de Alimentos S.A., Jiron Azangaro 377, Office 405, Edificio Beytia, Lima, Peru. IR 160A.

Callao fish canner seeks U.S. joint venture partner to expand operation and to acquire own production facilities. U.S. participant is asked to provide financial assistance for the project. Presently operating in leased quarters, the firm last year reportedly produced 12,000 cases of canned fish in tomato sauce packed in one pound cans.

Write: Fabrica de Conservas Alimentos Marina S.A., Avenida Argentina 1719, Callao, Peru. IR 80.

2033 Asparagus, pineapple canning

Joint venture sought by Lima farm operator to establish asparagus and pineapple cannery. Annual production of asparagus now 2,400 tons which can be increased to 6,000 tons if required. Total installation costs including land, buildings, machinery, equipment and working capital estimated at $740,000. U.S. associate to participate up to 40% of equity in capital and know-how.

Write: Fernando Hernandez Aguero, Independencia 1060, Miraflores, Lima, Peru. IR 61A.

2036 Fresh and frozen packaged fish

Lima fish distributor seeks joint venture for expansion purposes. Refrigerated trucks, fish freezing machinery to handle approximately 10 tons of fillets per 24 hours and storage capacity for 100 tons of frozen fillets needed. Overwrapping machine for one kilo and five kilo cartons also required. U.S. partner asked to furnish equipment and technical know-how.

Write: Viviendas Del Note, S.A. Jiron Moquegua 182, Of. 201 (Casilla 5606), Lima, Peru. IR 25A.

2043 Cereal preparations
2045 Cake, pancake mixes

The largest food merchandising chain in Peru seeks a license or joint venture arrangement to manufacture cake and pancake mix and dry breakfast cereals such as corn flakes. Company now operates chain of modern super-market type stores in Lima; plans to expand into suburban areas.

Write: Super Markets S.A., Avenida Larco 670, Miraflores, Lima, Peru. WTD. IR 12A.

2046 Corn oil

An Arequipa businessman proposes a joint venture with an experienced U.S. firm to manufacture corn oil. The U.S. participant is asked to contribute capital and technical know-how. According to the Peruvian promoter, corn oil is not produced in Peru.

Write: Osvaldo Morales, Santa Domingo 407-A (Casilla 54), Arequipa, Peru. IR 171.

2061 Sugar mill

Joint venture to establish sugar mill sought by cane producer currently producing 25,000 to 35,000 tons a year. With adjacent plantations, proposed mill to process estimated 55,000 to 65,000 tons of cane annually. U.S. collaborator asked to supply sugar mill machinery.

Write: Chiquitoy S.A., Puno 271, Lima, Peru. IR 23A.

2095 Fish oil, fish oil meal

Fish meal and fish oil producer seeks joint venture to permit expansion of operations. Firm interested in acquisition of two fishing boats.

Write: Cesar E. Alvarado Olivares, Eugenio Larrabure y Unanue 231-802, Lima, Peru. IR 13.

2311 Men's clothing

An Arequipa producer of men's suits, ties, socks, and underwear, established in 1896, proposes a joint venture with an experienced U.S. manufacturer to improve and expand its operations. Technical and financial assistance is asked of the U.S. participant.

Write: Jorge Abugattas E. Hijos S.A., Mercaderes 145, Arequipa, Peru. IR 159A.

2339 Knit outerwear
2341 Knit underwear

Manufacturer of knit underwear and outerwear seeks a U.S. joint venture partner to expand the business. Working capital is primarily needed. Presently operating on one 8-hour shift a day basis the firm plans to increase production by adding a second and possibly a third shift. Established in 1949, the firm located in Arequipa has 70 employees and estimates annual sales to be around $250,000.

Write: Franky y Ricky S.A., Mercaderes 405, Arequipa, Peru. IR 134.

2621 Paper mill

Lima firm of industrial promotion and consulting engineers is interested in a joint venture with an experienced U.S. firm in the paper industry. The project, estimated at $13 million, calls for the manufacture of fine paper mill products, cellulose, and currency paper from bond paper. The U.S. collaborator is asked to supply technical know-how and approximately 25% of the required capital.

Write: Celulosa y Papeles S.A., Jiron Santa 117, Lima, Peru. IR 42.

An Arequipa alpaca wool exporter proposes a joint venture to manufacture toilet paper from imported paper pulp. Total cost of the plant is estimated at $100,000. U.S. partner is asked to supply machinery and technical know-how for the venture.

Write: Fernando Agramonte Galdos, San Pedro 102, Arequipa, Peru. IR 151.

2643 Paper bags

Joint venture to manufacture paper bags sought by Lima distributor of fresh and frozen fish.

Write: Viviendas Del Norte, S.A., Jiron Moquegua 182, Of. 201 (Casilla 5606), Lima, Peru. IR 25A.

2834 Pharmaceuticals

License or joint venture to produce oral contraceptive tablets or capsules sought by Peruvian firm manufacturing pharmaceutical products. Firm would also consider a joint venture.

Write: Laboratorio E Instituto Quimioterapico, S.A., Av. Venezuela 1646, Lima, Peru. WTD. IR 17A.

License to manufacture U.S. pharmaceuticals sought by Lima producer of a full line of proprietary pharmaceuticals.

Write: Laboratorios Carrion, S.A., Avenida Bolivia 1157, Lima, Peru. IR 69.

2844 Cosmetics

A Lima cosmetics importer with 25 years experience seeks a joint venture to manufacture a general line of cosmetics in Peru.

Write: Emilio Carrera Burgess, Rifa 360, 2° Piso-Office #3 (P.O. box 1483), Lima, Peru. IR 76.

Arequipa manufacturer and importer of cosmetics and patent medicines, established in 1864, is interested in a joint venture with an experienced U.S. manufacturer of medium-priced face creams, lotions, and toiletries. The firm would also consider producing such items under license on a royalty basis.

Write: J.F. Portugal e Hijos, S.A., Santo Domingo & San Juan de Dios, Arequipa, Peru. IR 127A.

2851 Paints

An Arequipan importer and wholesaler of watches, insecticide, radios, televisions, and groceries plans to establish a paint factory to produce interior and exterior industrial paints. The firm seeks a joint venture with an experienced U.S. firm and asks the U.S. participant to furnish machinery and equipment capable of producing 50 tons of paint a month and to provide formulas and trademarks on a royalty basis. According to the firm, there is no paint factory in Arequipa. It is reported that under Peru's new industrial development law, the first plant will enjoy a 15-year period of freedom from all taxes and duties except import duties on raw materials already available in Peru. The firm claims it has constructed a 4,500 sq. ft. building valued at $40,000, for the proposed project.

Write: Juan Manuel de la Gala, Santa Catalina 118, Arequipa, Peru. IR 149.

A Lima manufacturer of paints for autos, boats, and buildings, established in 1943, seeks a licensing arrangement on a royalty basis with a U.S. producer of similar but preferably latest formula products. Technical assistance from the U.S. licensor on terms to be negotiated is also desired. The Peruvian firm reportedly produces 45,000 gallons of paint monthly in containers ranging from ½ pint cans to 55 gallon drums and would like to become associated with a U.S. firm of comparable size.

Write: Compania de Industrias Quimicas Asociadas, S.A., Guillermo Barrios 110, San Martin de Porras (P.O. box 670), Lima, Peru. WTD. IR 5.

A Lima manufacturer of paints and oils for autos and boats and chemical products for industrial use seeks a U.S. joint venture partner to assist in the overall operation of the firm. Capital investment is not required, but the interested U.S. firm should be experienced in management and marketing. The firm, in business since 1950, has 115 employees.

Write: Eric Katz, Compania Quimica Industrial Deka, P.O. box 3696, Lima, Peru. WTD. IR 4.

2873 Insecticides, fungicides

A Piura importer, wholesaler and retailer of fertilizers, insecticides and agricultural machinery seeks an experienced U.S. joint venture partner to establish a plant for the production of insecticides and fungicides. Technical assistance, equipment and some capital is asked of the U.S. participant. The Peruvian firm plans to import the necessary raw materials from the U.S. Planning calls for the proposed plant to have an initial production of 20,000 pounds of powder and 2,000 gallons of the liquid product a month. The local plant would grind, mix, and package the insecticides for distribution to the agricultural community in the region of Piura, Tumbes, and Chiclayo.

Write: Representaciones Generales "Victoria," Calle Grau 598, Sullana, Piura, Peru. WTD. IR 101.

2899 Essential oils

A joint venture for the extraction of essential oils from tey and Mexican limes is sought by a 300-employee firm of importers, wholesalers and sales agents in business since 1908. By-products from the lime operation would be concentrated juices and cattle feed. The U.S. partner is asked to supply technical know-how and some capital.

Write: Reiser & Curioni S.A., Junin 330 (Apartado 1033), Lima, Peru. WTD. IR 39A.

3079 PVC plastic pipe

A recently established firm in Arequipa which imports and manufactures plastics and polyethylene products is interested in a joint venture to produce polyvinyl chloride (PVC) pipe and PVC molded products. The firm would also like to lease molds on a royalty basis from a U.S. firm.

Write: Plasticos Misti, S.A., Puente Grau #201 (Yanahuara), Arequipa, Peru. IR 133A.

311 Leather, leather products

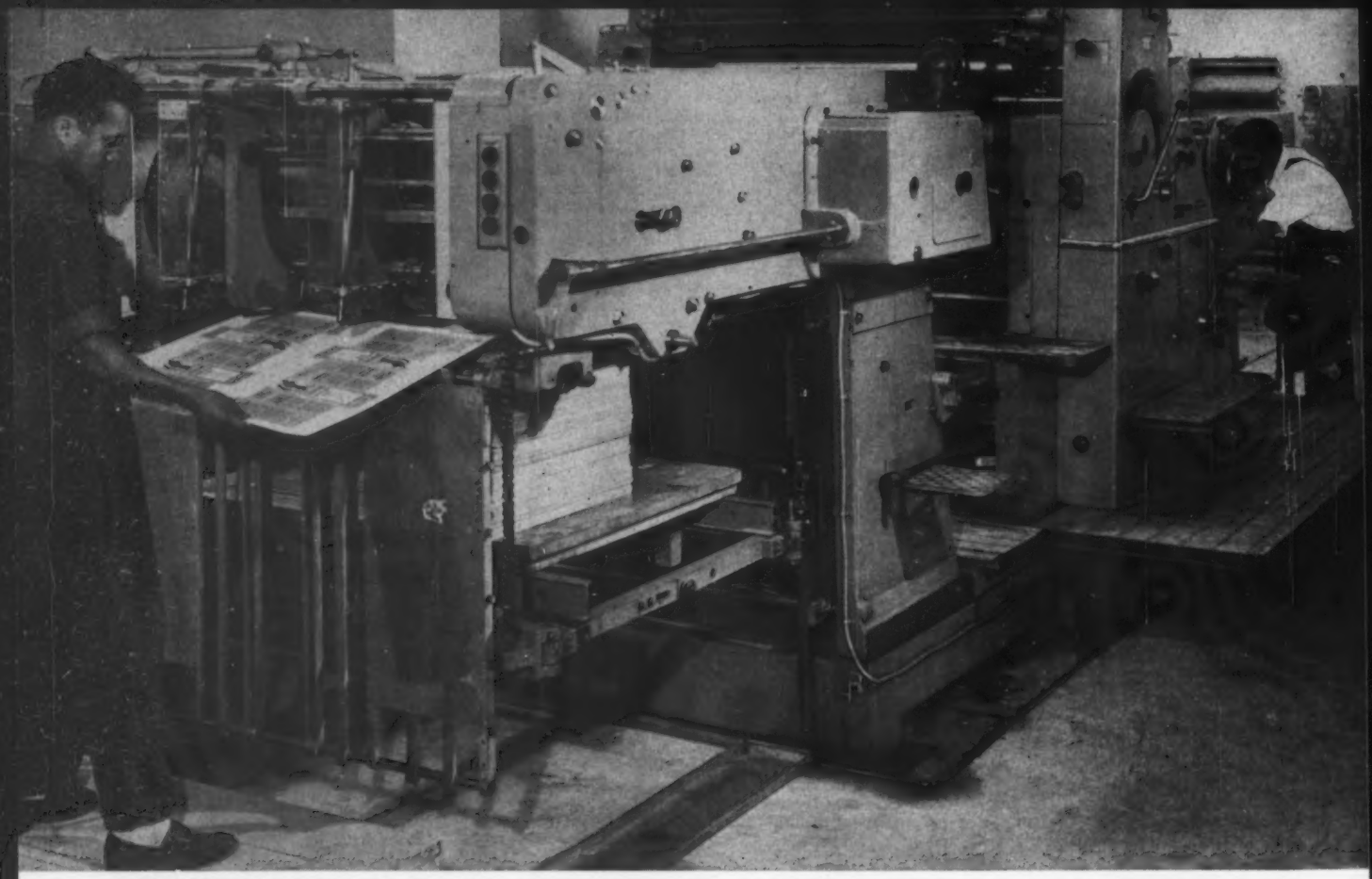
Arequipan manufacturer of processed leather and leather products proposes joint venture to expand its operations. The U.S. participant is asked to provide capital for the purchase of raw materials. According to the firm, it has an invested capital of $2 million and monthly sales of $70,000 in processed leather and leather products. Established in 1923, the firm reportedly has 545 employees.

Write: Fabricas America Pedro P. Diaz S.A., San Agustin 335, Arequipa, Peru. IR 162.

3121 Leather transmission belts

An Arequipan firm, reportedly the only

TANKS IN THE DISTANCE are used to store petroleum for future use by Peru's growing industries.



PERUVIAN PAPER PLANT'S modern equipment helps to produce a wide variety of printed cartons as well as other paper containers for local manufacturers.

producer of leather transmission belts in Peru, is interested in a joint venture with a U.S. firm to expand its operations. According to the firm, Peru is importing $180,000 of such belts in excess of the firm's production, with this amount steadily growing. Under Peru's new industrial development law reportedly no duty would be paid on the equipment imported for use in the venture, and substantial tax concessions would also be allowed.

Write: Lucioni Hermanos, S.A., Palacio Viejo 521, Box 138, Arequipa, Peru. IR 142-A.

3141 Shoes

An Arequipa shoe manufacturer, established in 1910, requests a licensing agreement to produce children's leather shoes and mens', women's and children's plastic soled footwear. A joint venture arrangement would also be considered, technical assistance and financial participation is asked of the U.S. participant.

Write: Curtiembre Ibanez S.A., Callejon del Puente 118, Arequipa, Peru. IR 175A.

3171 Ladies handbags

An Arequipa manufacturer of ladies handbags seeks joint venture to expand production, currently done entirely by hand. U.S. partner needed to furnish know-how and capital for the venture.

Write: Isauro Gutierrex G., San Camilo 100-A, P.O. box 910, Arequipa, Peru. IR 129-A.

3241 Cement

Owners of property with rock content for cement production desire joint venture with U.S. cement producer. U.S. partner to supply machinery, management and technical know-how.

Write: Marcelino Meza Santos, Apartado 29-Sicuani, Cuzco, Peru. IR 26A.

3291 Sandpaper

An Arequipa firm of industrial consultants plans on manufacturing sandpaper and is interested in negotiating a licensing agreement with an experiences U.S. firm. Reportedly, most of the required raw materials are available locally.

Write: Sur Consult S.A., Jerusalem 201, Arequipa, Peru. IR 137.

3291 Abrasive grinding wheels and sandpaper

A new Arequipa firm is interested in a technical assistance agreement to manufacture a standard line of abrasive grinding wheels, commercial sandpaper, and emery cloth. No financial participation is required.

Write: Victor Oviedo R., Casilla 121, Arequipa, Peru. IR 144A.

3293 Gaskets

Car replacement parts firm interested in license to manufacture metal gaskets for all types of automobiles.

Write: Ambaco, Avenida Nicolas de Pierola 1496, Lima, Peru. IR 24A.

3352 Aluminum extrusion

A joint venture to establish an aluminum extrusion or fabrication plant in one of the tax favored areas of Peru is sought by firm now producing aluminum window frames for commercial buildings. Firm contends that Government exempts new industries in the outlying areas from certain taxes and states that transportation costs from these outlying areas would be less than the taxes in the more developed sections of Peru.

Write: Jaime Ibanez, S.A., Productos Arquitectonicos de Aluminio-Ingenieros, Avenida Bolivar 368, Lima, Peru. WTD. IR 30A.

3423 Agriculture hand tools

An Arequipa construction firm is interested in establishing a plant to produce such hand agricultural tools as U.S. style spades, picks, sledge hammers, and wheelbarrows on a joint venture basis with a U.S. manufacturer. Total cost of the proposed project is estimated at from $300,000 to $350,000.

Write: Emmel 111 (Yanahuara), Arequipa, Peru. IR 157.

3442 Aluminum consumer products

License to manufacture such aluminum consumer products as ladders sought by a Lima firm presently producing aluminum window frames for commercial buildings.

Write: Jaime Ibanez, S.A., Productos Arquitectonicos de Aluminio-Ingenieros, Avenida Bolivar 368, Lima, Peru. WTD. IR 30A.

3452 Nuts, bolts, screws

An exporter of wool and coffee, in Arequipa since 1920, seeks a U.S. joint venture partner to establish a plant to make nuts, bolts, and screws. Machinery and equipment for the plant would be imported from the U.S. The proposed project would be in the Arequipa area which reportedly offers various tax incentives to new industries. According to the firm, Peru currently does not have a plant producing nuts, bolts and screws.

Write: Angel R. Cardenal S.A., Peral 609, P.O. box 187, Arequipa, Peru. IR 163B.

3535 Conveyors, conveying equipment

Manufacturer of industrial machinery and equipment for the mining and fishing industries seeks a U.S. joint venture or licensing arrangement to assemble and partially manufacture bulk processing and materials handling equipment for these industries. The U.S. participant is asked to furnish components for the bulk processing and materials handling equipment, or supply complete systems for assembly in Peru. Established in 1952 in Lima, the Peruvian firm is reportedly experienced in its field and has 280 employees.

Write: Martinez y Linares S.A., Av. Mariscal Benavides, 5016 Bellavista (Apartado 267), Lima, Peru. WTD. IR 32.

3585 Air conditioning

License to manufacture window air-conditioners sought by Lima firm now producing a line of 19" and 23" television receivers, AM and FM radios and stereo-record players. Firm claims to have necessary financing, manpower, and management to successfully produce and sell window air-conditioning units.

Write: Fabricantes Tecnicos Asociados, S.A., Km. 6 Autopista Ancon, Lima, Peru. IR 67.

3642 Fluorescent lamp fixture

Lighting fixture manufacturer seeks license to produce fixtures for fluorescent lamps.

Write: Itesa S. A., Miguel Zamora 148, Lima, Peru. IR 14A.

3713 Truck bodies

A Lima metal fabricating company manufacturing mining, industrial and fish meal processing equipment seeks a license from a U.S. firm to produce dump truck and industrial trailer bodies. Established since 1948, the firm has 150 employees and seeks to acquire additional U.S. licenses to expand its operations.

Write: Maestranza General, S.A., Rodolfo Beltran 631 (P.O. box 1075), Lima, Peru. WTD. IR 9.

6145 Finance company

Group of Arequipan businessmen seek an experienced U.S. partner to form an industrial finance company on a joint venture basis. The U.S. participant would provide the know-how based on its experience for the project. Capital is not required. The proposed company would make loans of from three months to three years duration to local industry.

Write: Exportadora Sarfaty, S.A., Avenida Parra #205, Arequipa, Peru. IR 136.

6281 Mineral broker

Joint venture to establish mineral brokerage and export firm sought by Lima mine property promoter.

Write: Roger W. Vidal, Luis Villaran 895-San Isidro, Lima, Peru.★ (In Spanish). IR 64.

DRUGS

An Italian company with 33 years experience in manufacturing antibiotics, medicinal specialties, biological and organotherapeutic products is interested in manufacturing under U.S. license new formulas for fast-selling drugs for the Italian market.

Write: Smit S.p.A. Laboratori Biochimico-Farmaceutici, Via Stefano Clemente 8, Turin, Italy. WTD.

MEDICINES

License or joint venture sought for production of medicinal specialties, particularly antibiotics, antacids, antidiabetics, antiulcers, intestinal antiseptics, antituberculars cardiotonics, glandular extracts, hormones and vitamins; veterinary pharmaceutical preparations; raw materials for the pharmaceutical industry; cosmetics, suntan lotions, antiseptics, disinfectants, deodorants, toothpaste and hair lotion.

Write: Instituto Farmacologico Internazionale, Via Monte Albergian 25, Turin, Italy. WTD.

DAIRY PRODUCTS

A firm whose principal activity is the import-export and wholesale of dairy products seeks license to produce skimmed and whole milk, powder, in small wrappings or containers; dietetic foods; infants' prepared foods.

Write: Brabania S.A., 9-11 Rue Robbrechts, Wemmel, Belgium, WTD.

Producer of advanced electronics both for industrial and military purposes seeks licensing arrangements to manufacture pneumatic and/or electronic process control equipment such as regulators, recorders, actuators and transmitters.

Write: Cobelda S.A., 1440 Chaussee de Haecht, Brussels, Belgium. WTD.

INSTRUMENTS, DEVICES

Manufacturer seeks licenses to produce transistorized ignition and instruments; machine programming and data transmission devices; industrial relay control equipment; electrical drives and activators; stabilized power supplies; line of production testing gear such as applied to metal manufacturing industries, textile industries; and space heating forced air appliances.

Write: Dynamo & Electrical Services, Ltd., Unity Works, Pearson St., Blackburn, Lancashire, England. WTD.

Iraq raises customs duty on television sets, cars

Iraq's customs duty has been raised from 35% to 45% on assembled television sets not incorporating a record player, radio, or recorder unit.

This move was taken as added protection for Iraqi companies which manufacture cabinets and assemble television sets from imported kits. Television sets with record player, radio, or recorder unit continue to be dutiable at 80%.

At the same time, duties were raised from 75% to 100% on passenger vehicles weighing less than 1,750 kilograms and from 85% to 120% on passenger vehicles weighing 1,750 kilograms or more. Vehicles for the transport of goods and materials continue to be dutiable at 17%, with this exception: The rate is now 60% on such vehicles if their design and framework render them easily convertible into passenger cars.

Ecuadorean producer seeks license for aerosol products

An Ecuadorean manufacturer of hair spray and other aerosol products seeks a licensing arrangement with a U.S. firm to package aerosol products on a royalty basis. The firm was established in 1963 and has 20 employees.

Write: Aerosol del Ecuador S.A., Casilla 2939, Quito, Ecuador. WTD.

PANELS, FURNACES

Manufacturer of industrial ovens, dryers, industrial and domestic oil burners and all kinds of electric household appliances seeks license to produce electric and gas radiant heating panels and furnaces.

Write: La Magneto Belge S.A., 123-127 Rue Marcone, Brussels, Belgium. WTD.

MACHINERY

A prominent manufacturer of shoe repairing machinery seeks license to produce all types of machinery and equipment.

Write: Frobana Maschinenfabrik, 88 Windhukstrasse, 56 Wuppertal-Barmen, Germany. WTD.

METALLIC DEVICES

Manufacturer of metal and molded plastic products and industrial and protective clothing seeks U.S. licensing rights to manufacture metallic devices for divans and armchair beds.

Write: Etablissements Jacques Flimon, S.A., 48 Rue Armand Carrel, Montreuil, Seine, France. WTD.

Pakistan to strengthen breakwater for port entrance; invites bids

One of a number of developments planned by the Board of Trustees for the Karachi Port Trust is strengthening the Manora Breakwater at the Port of Karachi entrance. International bids are invited from interested civil engineering contractors.

Bid deadline is 12 noon, Nov. 25, at the office of the Chief Engineer, Construction Dept., Karachi Port Trust, Karachi.

Financing for this project and other works will be through a loan from the International Bank of Reconstruction & Development in various currencies equivalent to U.S. $17 million. It is intended the proceeds of this loan will be applied to payments under the contract of this bid invitation and said payments are subject in all respects to the terms and conditions of the said Bank Loan Agreement.

The project work includes forming banks, each approximately 1500 ft. long, of concrete block laid pell mell on the seaward and harbour sides and around the head of the existing breakwater, the approximate numbers of the blocks being: 28 tons—900; 11 tons—2,100; 1 ton—15,000; or alternatively the seaward bank and that around the head may be built with a core of rubble protected by 12 ton Tetrapods (or similar), those around the head weighing 20 tons each.

Contract documents can be inspected by appointment at the office of the Engineer in Chief of the Karachi Port Trust at Karachi or at the office of the Consulting Engineers, Messrs. Coode & Partners, 2 Victoria St., London, S.W.1. Tender documents, which include instructions to Persons Tendering, General Conditions of Contract, Tender Form, Specifications, Schedule of Quantities, Drawings, may be obtained from either the Engineer in Chief, Karachi Port Trust, on non-refundable payment per set of Rs. 300 (U.S. $63) payable to Messrs. Habib Bank Ltd., Karachi Port Trust Branch, Karachi or Messrs. Coode & Partners, 2 Victoria St., London, S.W.1. on non-refundable payment of £20 (U.S. $56).

Bids must be accompanied by a Bank Receipt for the deposit of Rs 120,000 (U.S. $25,200) or by a Bond to secure the performance obligations.

UAR seeks microwave links

The Telecommunications Organization, Radio-Communication Administration, has reissued tender request No. 65/64 P. Radio, calling for the supply and installation of unidirectional microwave relay link, with a capacity of 36 telephone channels (INTERNATIONAL COMMERCE, May 10, p. 22).

The link will serve as standby for an existing cable installation between the central office and the transmitting station, a distance of approximately 22 km. The frequency will be in either the UHF or SHF bands, to be determined later.

The multiplex equipment is to be transistorized, capable of handling 36 channels but initially equipped for 24 channels, with manual change-over facilities for switching from cable to microwave.

Bid deadline is Dec. 11 at the offices of the requesting agency.

Firms interested in bidding on this project should obtain copies of the specifications and bidding documents from the General Manager, Radio-telecommunications Administration, Ramses St., P.O. Box 795, Cairo, U.A.R.

A loan copy is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Contractors' applications requested by E. Pakistan for irrigation project

The East Pakistan Water & Power Development Authority (EPWAPDA) invites applications from contractors who wish their names included on the Authority's list to tender for Contract No. 3 of the Chandpur Irrigation Project, South Unit.

The Authority will select from the list a limited number of firms they will invite to tender for the irrigation project work.

Contract No. 3, the supply of Transmission Lines Equipment, is part of the complete project which includes the construction of a flood embankment approximately 110 miles long, flood regulators, navigation locks, pumping stations, irrigation canals, covering an area of over 200,000 acres, transmission lines and other auxiliary works.

The project is jointly financed by the International Development Association of the International Bank for Reconstruction & Development and the Government of Pakistan.

Application forms and further details are available from the Project Manager, Chandpur Irrigation Project. Haigh, Zinn & Associates and Associated Consulting Engineers, Ltd., P.O. Box 616, Dacca G.P.O., East Pakistan.

Honduras seeks HF radio telecommunications items

The Proveeduria General de la Republica de Honduras has issued public tender No. 36 calling for various items of HF radio telecommunications equipment. Desired equipment includes seven 1.5 kw, S.S.B., 4 channel transceivers, 3 to 15 Mc/s range, eight teletypes and teletype terminals; seven 4 channel receivers, S.S.B., crystal controlled; antennas; phone patch and VOX relays; five variable frequency receivers; five 150 watt 3 channel, S.S.B. transceivers; two 20 watt, 12 VDC, dual channel transceivers, 2 to 15 Mc/s and antenna; and assorted meters and test instruments.

Bid deadline is Oct. 13 at the Offices of the Proveeduria General, in Teguciqalpa, D.C. Honduras, C.A.

Loan copies of the specifications and bid terms and conditions are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

British Guiana to install microwave relay system, expand telephone service

The Crown Agents for Oversea Governments & Administrations have issued a call for tenders for two projects in British Guiana.

The first, E2K/British Guiana 5/38666, calls for survey, design, supply and install a multihop microwave relay system in British Guiana. The successful tenderer will be required to carry out the initial survey to determine the sites and to assess the radio propagation characteristics of the selected paths. The channel capacities will be in the order of 60 channels per hop.

The second project, E2K/British Guiana 5/38667, covers the supply and installation of central office exchanges and telephone instruments. An expansion of approximately 8,800 lines is planned in four separate exchanges; 10,000 telephone instruments and subscribers protectors are to be procured.

In both projects, an early completion date will be of first importance. The bid deadline for these projects is Nov. 2. Only tenders for complete requirements will be accepted on each of these tenders.

Tender documents may be obtained for £10 ($28) non-refundable payment for each project from the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London S.W. 1, England.

Iraqi water supply schemes open to construction bids

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, has issued tenders for three water supply schemes:

Bashiqa, Mosul Liwa. Tender No. 43, bid deadline Nov. 2. Tender documents and specifications may be obtained from the Directorate General for $19.60 per copy plus airmail charges.

Rumaitha and Samawa, Diwaniya Liwa. Tender No. 40, bid deadline Nov. 16. Tender documents and specifications may be obtained from the Directorate General or from the Iraqi Embassies and Legations in London, Washington, Stockholm, Prague, Vienna, Brussels, Rome, Paris and Tokyo for $140 per copy plus airmail charges.

Khanaqin, Diala Liwa. Tender No. 46, bid deadline Dec. 7. Tender documents and specifications may be obtained from the Directorate General for $140 per copy plus $5 to cover airmail charges.

A copy of the terms and specifications on Tender Notices 43 and 46 may be reviewed by firms located in the U.S. at the office of the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Bridge bid deadline changed

Denmark's Ministry of Public Works has extended the bid deadline on Contract No. 5 for the supply and erection of a steel superstructure for the suspension bridge across Littebaelt from Sept. 13 to Oct. 4 (INTERNATIONAL COMMERCE, June 14, p. 80).

Pakistani college needs laboratory instruments and associated equipment

The Industrial Machine Pool is inviting quotations on varying quantities of 420 listed items for equipping electrical, mechanical, civil and chemical engineering laboratories and associated research workshops at the Engineering College.

The list of items includes, but is not limited to: Laboratory instruments and apparatus, surveying and drafting instruments and equipment for reproducing engineering drawings, motion picture and still cameras, projection apparatus, and film development, and lathes, drills and similar workshop equipment.

Bid deadline is Nov. 1. Quotations should be submitted to The Industrial Machine Pool, 132/4 Temple Rd., Lahore, West Pakistan. WTD 8/23/65. Total estimated value is about $4 million.

A copy of the specifications is available for review in the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Trunk sewer and lift pumping station bids invited by Iraq

The Directorate General of the Sewerage Board, Baghdad, invites qualified tenderers to participate in bids for Contract 8-A consisting of the following:

Construction of five kilometers of pre-cast concrete pipe trunk sewer ranging in diameter between 36" and 24".

Construction, supply of machinery and erection of a main lift pumping station.

Construction of short lengths of smaller diameter sewers.

Alterations to Hindiyah Pumping Station and installation of additional machinery.

Bid deadline is Nov. 27. Tenders must be accompanied by a bank guarantee of $42,000 (ID 15,000).

Terms and specifications may be obtained from the Directorate General or from the consulting engineers, John Taylor & Sons, Artillery House, Artillery Row, London, S.W. 1, England, for $140 a copy plus airmail charges.

Syria changes rules and bid deadline on railroad project

The Director General of the Syrian Railroad Institution has re-extended the bid deadline for the construction of the railroad bed between the Orontes River (Jisr al Shaghour) and Latakia from April 28 to Dec. 15 (INTERNATIONAL COMMERCE, Jan. 4, p. 39; March 29, p. 38).

The Institution made the following important modifications to the rules of procedure: Bidders are no longer required to offer credit or payment facilities. Accounts are to be paid monthly; a certain percentage of the monthly payments will be in foreign exchange; an advance of 10% will be paid as soon as work begins; execution of the project will be supervised by the Syrian Railroad Institution; work must be completed within 1,200 days; a bid bond of 3.5% must be posted; bidders are permitted to present offers on only a portion of the work.

A book of Conditions and Specifications can be obtained for £S2,000 (U.S.$560) from the Ministry of Communications, Damascus, or from the Syrian Railroad Institution, Aleppo.

Interested companies are invited to present their bids either in person or through a local representative to the Ministry of Communications in Damascus.

Bids invited by Ecuador for highway completion

Ecuador's Ministry of Public Works is seeking bids on completing the construction of the Portoviejo-Chone Highway between Rodeo and San Antonio.

The tender No. is 32-PI-OP, bid deadline is 3 p.m., Oct. 7. Correspondence is preferred in Spanish. Envelopes should carry the inscription, "Licitacion No. 32-PI-OP Terminaction de la Carretera Portoviejo-Chone."

Project specifications and general specifications for highway and bridge construction cost about $32 plus $10 for airmail postage.

Write: Secretaria del Comite de Licitaciones—Departamento Juridico, Ministerio de Obras Publicas, Quito.

Burma invites engineering bids for lube oil plant

The Peoples Oil Industry, 604 Merchant St., Rangoon, is seeking a qualified engineering firm to prepare process and engineering design, equipment and materials, for plants to produce, blend and pack various marketable grades of lubricating oils.

Further details are contained in the Tender Notice Document which may be obtained for $10.50 a copy from the Burmese Embassy, 2300 S St. NW., Washington, D.C. 20008.

Bids will be considered up to March 31, 1966.

Iraq to build cargo ships; seeks consulting services

The Director General of the Iraqi Maritime Transport Co., Baghdad, invites international offers from consulting engineers for the preparation of specifications and supervision of building of four general cargo ships, 10,500 DWT, speed 20 knots.

These ships are to be used by the Iraqi Line between Basra and Arab Gulf ports and ports of Northern Europe and England.

The deadline for receipt of offers by the Director General is Oct. 31.

Bid deadline extended

Innkaupastofnun Rikisins (Iceland State Purchasing Agency), Borgartuni 7, Reykjavik, Iceland, has extended the bid deadline for tender No. 1110 for submarine water pipeline from mainland to Vestmannaeyar (10 dm. of South Coast Iceland) from Oct. 1 to Oct. 15 (INTERNATIONAL COMMERCE, Aug. 30, p. 40).

Jordan to buy oil mill

The Jordan Vegetable Oil Industries Co. Ltd., P.O. Box 95, Nablus, has issued a tender for a 60-ton per 24-hour day oil mill to process black cotton seed into crude filtered oil and by-products. Possible use of safflower and sunflower seeds, peanut kernels, palm kernels, or copra should be considered and additional equipment needed should be included in the offer.

Bids should be sent to the Company at the above address; deadline is Oct. 31.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Engineering services sought

Direccion Nacional de Construcciones Portuarias y Vias Navegables, 8th Floor, Avda. 9 de Julio 1925, Buenos Aires, Argentina, has issued Tender 3688 for a study of the influence of currents, tides, winds and suspended matter and the submission of a plan to correct mire accumulation on the beaches of Mar del Plata.

The practicability of the proposed solutions will be proved with tests on scale models.

Bid deadline is Oct. 20.

Copies of conditions and technical specifications may be purchased for about $60 from the above agency.

Correspondence is preferred in Spanish.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3777.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, tree nut, vegetable farms

★★ PERU—Trade Mission

Anjou or Nellis pears; red Delicious apples or similar, carload and 1/3 carload quantities. Super Markets S.A. (supermarket chain), Avenida Larco 670, Miraflores, Lima. WTD 9/8/64. TM 18.

200 Food

★★ PERU—Trade Mission

Fruits, sausages, confectioneries, all canned. Juan Heresi M. (importer, wholesaler, retailer), Ejercicios 113, Arequipa. WTD in preparation. TM 219.

201 Meat products

GERMANY—Raw and/or pickled sheep and goat skins; pickled splits; pre- or half-tanned sheep and goat skins; pre- or half-tanned split hides of all kinds. All for leather manufacture. Direct import and/or exclusive agency representation. Requests quotations cif Rotterdam or Hamburg. Erich Schoeber (importer, sales agent, wholesaler), 6238 Hofheim/Ts., Hauptstrasse 66. WTD 2/2/65.

★★ PERU—Trade Mission

Meat products; interested in short term financing. Ciliotta y Cia., S.A. (importer, wholesaler. retailer, representative), Jiron Ayacucho 770, Lima. WTD in preparation. TM 91.

Frozen poultry, 8 tons bi-weekly; eggs, 1,250 dozen bi-weekly. Guillermo Leigh Barreto (manufacturer, agriculturist), Enrique Palacios 122, Sullana, Piura. WTD in preparation. TM 142.

TRINIDAD, W.I.—Sausages; cured, smoked, canned, frozen meats; other prepared meats and meat specialties. Direct purchase and agency. Hand, Arnold (Trinidad) Ltd. (importer, wholesaler, commission merchant, sales agent), 63 Independence Sq., Port of Spain. WTD 8/25/65.

202 Dairy products

PAKISTAN—Non-fat milk, dry milk, cheese. Rana Brothers Rangwala (importer, distributor), 17 Railway Rd., Lahore, West. WTD 9/3/65.

★★ PERU—Trade Mission

Fat-free powdered milk, 30 tons per month; evaporated milk, 15 tons per month. Comercial Alimenticia Peruana S.A. (COALPESA) (importer, wholesaler), Av. San Pablo 279, Lima. WTD 8/25/64. TM 120.

TRINIDAD, W.I.—Creamery butter, natural and processed cheese, condensed and evaporated milk, cheese spreads, malted milk. Direct purchase and agency. Hand, Arnold (Trinidad) Ltd. (importer, wholesaler, commission merchant, sales agent), 63 Independence Sq., Port of Spain. WTD 8/25/65.

203 Canning, preserving foods

ETHIOPIA—Canned vegetables, fruits, fruit juices, seafood, meat products, other canned or bottled products. Direct purchase and agency. Universal Trading Co. Ltd. (importer, exporter, retailer, wholesaler, manufacturers' representative), P.O. Box 1714, Addis Ababa. WTD 8/30/65.

FINLAND—Canned fruits, vegetables, fish and other sea food products; dried fruits. Requests full details, prices, terms. Direct purchase or agency. Axel Liljefors (importer, commission agent), Berggatan 15-17, Hanko. WTD 7/30/65.

★★ PERU—Trade Mission

Canned foods; interested in short term financing. Ciliotta y Cia., S.A. (importer, wholesaler, retailer, representative), Jiron Ayacucho 770, Lima. WTD in preparation. TM 92.

Pre-packaged instant foods. Redshaw & Stephenson, S.A. (agent), Lampa 879, Office 507, P.O. Box 1130, Lima. WTD 8/10/64. TM 78.

Dry peas for splitting, grade No. 1, 50 tons per month; dry beans, 50 tons per month; corn, 100 tons per month. Comercial Alimenticia Peruana S.A. (COALPESA) (importer, wholesaler), Av. San Pablo 279, Lima. WTD 8/25/64. TM 119.

Canned foods, particularly soups. Orlando Franco Mendoza (importer, wholesaler, retailer), P.O. Box 105, Tacna. WTD in preparation. TM 232.

TAIWAN—Natural seedless raisins, sweet, tasty, select; 1,500 cartons of 48 15-oz. packets with foil packing; 20,000 lb. in bulk with polyethylene bag inner packing. Requests quotations cif or c&f Keelung, samples. All Good Industry Co., Ltd. (importer, exporter), 7 Wan Chuan St., Taipei. WTD in preparation.

TRINIDAD, W.I.—Canned and cured sea foods; canned fruits, vegetables, preserves, jams, jellies; dried and dehydrated fruits, vegetables; packaged soup mixes; pickled fruits, vegetables; vegetable sauces, seasonings; salad dressings. Direct purchase and agency. Hand, Arnold (Trinidad) Ltd. (importer, wholesaler, commission merchant, sales agent), 63 Independence Sq., Port of Spain. WTD 8/25/65.

204 Grain mill products

FINLAND—Rice. Requests full details, prices, terms. Direct purchase or agency. Axel Lilje-

fors (importer, commission agent), Berggatan 15-17, Hanko. WTD 7/30/65.

IRAQ—Corn oil, 50 tons. Requests quotations c&f Basra. Mr. Mudhaffar Al-Tak, Asst. Managing Director (Purchases), Vegetable Oil Extraction Co. (nationalized), P.O. Box 412, Baghdad.

205 Bakery products

TRINIDAD, W.I.—Biscuits, crackers, pretzels. Direct purchase and agency. Hand, Arnold (Trinidad) Ltd. (importer, wholesaler, commission merchant, sales agent), 63 Independence Sq., Port of Spain. WTD 8/25/65.

207 Confectionery

ETHIOPIA—Confectionery, packed in tins, such as biscuits, toffees, chocolates, candied fruits in 8-oz. jars. Universal Trading Co. Ltd. (importer, exporter, retailer, wholesaler, manufacturers' representative), P.O. Box 1714, Addis Ababa. WTD 8/30/65.

TRINIDAD, W.I.—Candy, including chocolate candy; salted nuts; other confections and related products. Direct purchase and agency. Hand, Arnold (Trinidad) Ltd. (importer, wholesaler, commission merchant, sales agent), 63 Independence Sq., Port of Spain. WTD 8/25/65.

208 Beverage industries

★★ PERU—Trade Mission

Food colorings for commercial concentrates. Enrique Meier (importer, wholesaler), Portal de Flores 112, Arequipa. WTD in preparation. TM 191.

209 Food preparations

BELGIUM—Food preparations, specialties, dietetic foodstuffs. Direct purchase for Benelux countries. Danseray-Dock (importer, agent), 53 Avenue des Anciens Combattants, Woluwe-St.-Etienne. WTD in preparation.

CYPRUS—Edible vegetable fats and oils; hydrogenated vegetable fats and oils; for use in manufacturing margarine and shortening. Average shipment lots of 100 tons; in drums of about cwt. net. Requests quotations cif Famagusta. Dr. Antonios Georgiades (importer, manufacturer), 3 Florinis St., Nicosia. WTD 5/7/65.

GERMANY—Cocktail snacks; other specialty foods. Werner Glaser (wholesaler, importer, exporter), 6 Frankfurt/Main, Max Bock Strasse 37. WTD 1/28/65.

IRAQ—Extra fancy and bleachable tallow for soap production. Extra fancy: titre min. 42.5°C; F.F.A. max. 2%; color F.A.C. max 5. Bleachable fancy: titre min. 42.5°C; F.F.A. max. 3%; color F.A.C. max. 1 red. To be packed in secondhand steel drums. Annual requirements approx. 2,100 tons. Requests price circulars. Mr. Mudhaffar Al-Tak, Asst. Managing Director (Purchases), Vegetable Oil Extraction Co. (nationalized), P.O. Box 412, Baghdad.

PAKISTAN—Soya bean oil; cottonseed oil; soya bean seeds, min. 18% oil contents; 1,000 tons each. Tallow, extra fancy, prime and No. 1 tallows and yellow greases; 1,000 tons. International Link Supply Corp. (importer, distributor), 20 Batram St., Krishan Nagar, Lahore, West. WTD 9/3/65.

220 Textile mill products

SAUDI ARABIA—Wools, Dacrons, Tergals, Terylenes, cottons, suitable for manufacturing women's, men's, children's clothing. Requests replies with price lists cif Jidda. Al-'Akil Trading Co. (importer, wholesaler, retailer), P.O. Box 904, Jidda. WTD 9/5/65.

221 Broad woven fabric mills, cotton

BELGIUM—Bath mats. Direct purchase and/or agency for Belgium. Etablissements R.A.T. (importer, agent), 181 Rue Renardi, Liege. WTD in preparation.

★★ PERU—Trade Mission

Cotton cloth for men's shirts. Jorge Abugattas e Hijos S.A. (manufacturer), Mercaderes 145, Arequipa. WTD in preparation. TM 224.

223 Broad woven fabric mills, wool

IRAQ—Woolen upholstery fabrics. Asriya Furniture Showroom & Factory (importer, wholesaler, retailer), Haj A. Majid A. Bakki, Mustansir St., 258A/9, Baghdad. WTD 8/31/65.

229 Textile goods

THAILAND—Machine felts: For asbestos cement; quality, half synthetic; size 30.15 x 1.29 meters, substance 1,000 gm/m², 40 kg. per felt; size 20.80 x 1.50 meters, substance 1,400 gm/m², 44 kg. per felt; for paper and pulp; size 15,200 mm x 2,550 mm, substance, 3,500 gm/m²; size 12,900 mm x 2,650 mm, substance 600 gm/m². Direct purchase and agency. Mettabhand Co. Ltd. (importer, distributor, commission agent), 475/8 Sri Ayudhya Rd., P.O. Box 612, Bangkok. WTD 4/7/65.

230 Apparel

ETHIOPIA—Men's, women's, children's outerwear and underwear, all types: cotton, knitted novelties, accessories, blazers, separate trousers, leisure wear, in medium-price range. Universal Trading Co. Ltd. (importer, exporter, retailer, wholesaler, manufacturers' representative), P.O. Box 1714, Addis Ababa. WTD 8/30/65.

SAUDI ARABIA—Ready-made wear for men, women and children; all types underwear, outerwear. Importer, wholesaler, retailer, commission agent seeks offers with catalogs and price lists. Middle East Trading Agencies, P.O. Box 132, Medina. WTD 9/1/65.

232 Men's, youths', boys' furnishings

YEMEN ARAB REPUBLIC—Men's, youths', boys' underwear. Direct purchase or agency. Requests air mail replies. Yemen Foreign Trade Co. (importer, wholesaler), P.O. Box 77, Sanaa. WTD 8/9/65.

233 Women's, misses', juniors' outerwear

ETHIOPIA—Women's skirts, sweaters, blouses, slacks. Universal Trading Co. Ltd. (importer, exporter, retailer, wholesaler, manufacturers' representative), P.O. Box 1714, Addis Ababa. WTD 8/30/65.

236 Girls', children's, infants' outerwear

★★ PERU—Trade Mission

Children's clothing. Articulos para Bebes, S.A. Bebelandia (manufacturer, importer), Las Begonias 568, San Isidro, Lima. WTD in preparation. TM 84.

Children's clothing. Direct purchase and agency. Regalos Roxana-Joyeria (importer, retailer), Santo Domingo 200, Arequipa. WTD in preparation. TM 217.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

239 Fabricated textile products

AUSTRALIA—Small national flags, about 9" by 6". Direct purchase and agency. Brook Lodge Products (importer, wholesaler, manufacturer), 174 Dennison Rd., Dulwich Hill N.S.W. WTD 9/9/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

★★ PERU—Trade Mission

Pre-cut cabinets. Salvador+Young S.A. (importer, representative), Juan del Carpio 211-San Isidro, P.O. Box 15, Lima. WTD in preparation. TM 103.

Prefabricated houses. Junta Nacional de la Vivienda (Federal Housing Commission), Santa Catalina 117, Arequipa. TM 192.

251 Household furniture

ETHIOPIA—All types of household furniture. Requests catalogs and price lists, quotations cif Assab, Ethiopia. Universal Trading Co. Ltd. (importer, exporter, retailer, wholesaler, manufacturers' representative), P.O. Box 1714, Addis Ababa. WTD 8/30/65.

FRANCE—Household furniture, modern, good quality, including dining-room, sitting-room, bedroom furniture; seats (chairs, armchairs). Requests catalogs, price lists. Mobilier Contemporain (dealer), 55 Cours d'Albret, Bordeaux, Gironde. WTD 9/10/65.

IRAQ—Latex foam rubber mattresses. Asriya Furniture Showroom & Factory (importer, wholesaler, retailer), Haj A. Majid A. Bakki, Mustansir St. 258A/9, Baghdad. WTD 8/31/65.

★★ PERU—Trade Mission

Juvenile furniture. Articulos para Bebes, S.A. Bebelandia (manufacturer, importer), Las Begonias 568, San Isidro, Lima. WTD in preparation. TM 83.

252 Office furniture

FINLAND—Office furniture, wood or metal, all types. Requests full details, prices, brochures if available. National Kassa Osakeyhtio (importer), Pitkansillanranta 1A, Helsinki. WTD 8/23/65.

254 Partitions, shelving, lockers, office, store fixtures

FINLAND—Office fixtures, lockers, cabinets, related items. Requests full details, prices, brochures if available. National Kassa Osakeyhtio (importer), Pitkansillanranta 1A, Helsinki. WTD 8/23/65.

HONG KONG—Movable or changeable interior partitioning of wood, metal or other materials; preferably types to be built in. Specifications and c&f Hong Kong prices requested. Spence, Robinson, Prescott, & Thornburrow (architects, engineering consultants), 434-6 Alexandra House, Hong Kong. Cable: SPENROBIN. WTD 5/20/65.

261 Pulp mills

GREECE—Bleached and unbleached sulphate wood pulp, 10,000 m.t. Bleached and un-

bleached sulphite wood pulp, 10,000 m.t. Requests replies with competitive cif Aigion Patras, Piraeus or Volos quotations. Direct purchase and agency. Anthony Tsoucalas (sales agent), 42 Panaghi Kyriakou St., P.O. Box 27, Athens 601. WTD 9/10/65.

264 Converted paper, paperboard products

FINLAND—Office paper supplies, all types; related items. Requests full details, prices, brochures if available. National Kassa Osakeyhtio (importer), Pitkansillanranta 1A, Helsinki. WTD 8/23/65.

Stationery items and supplies, all types; related items. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

Stationery, writing pads, related supplies; for office and school use. Requests full details, prices, terms, samples. Koulutarpeiden Keskusliike Oy (importer, wholesaler, distributor), Koydenpunojankatu 2, Helsinki. WTD 8/26/65.

THAILAND—Economy gummed box tape, in rolls of 1,000 yd. each, widths approx. 1½" to 4", various basic weights. Direct purchase and agency. Mettabhand Co. Ltd. (importer, distributor), 475/8 Sri Ayudhya Rd., P.O. Box 612, Bangkok. WTD 4/7/65.

272 Periodicals

★★ PERU—Trade Mission

Subscription to periodicals concerning woodworking machines. Compania Maderera Gibson, S.A. (manufacturer, importer, wholesaler, retailer), Avda. Parra 208, Arequipa. WTD in preparation. TM 173.

273 Books

AUSTRALIA—Books, especially children's books. Direct purchase and agency. Grenville Publishing Co. Pty. Ltd. (importer, wholesaler), 154 Clarence St., Sydney, N.S.W. WTD 9/7/65.

NETHERLANDS—Books, new and old, especially ethnographic books. Boekhandel Heijink (importer, retailer), 35 Bergse Dorpsstraat, Rotterdam. WTD 8/12/65.

281 Industrial chemicals

BRAZIL—Ethanolamine, sodium cyanide, boric acid, propylene glycol, dextrose, diisodecyl phthlate, diicyclohexyl phthalate, themolite, azodicarbonamide in powder, polypropylene glycols liquid), toluenediisocyanates, "Hylene" TM, titanium dioxide (anatase), titanium dioxide (rutile). Sotex—Sociedade Tecnica Importadora e Exportadora Ltda. (wholesaler, agent), Rua Visconde de Inhauma 58, 6° andar, grupo 606, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 9/10/65.

FINLAND—Light, heavy industrial chemicals, related raw materials, for paint, rubber, textile, plastics, pharmaceutical manufacturing, paper processing industries. Requests descriptive literature, price lists, terms. Direct purchase or agency. Oy Holmar Ab (importer, wholesaler, commission agent), P. Esplanaadikatu 33 A, Helsinki. WTD 11/18/64.

PAKISTAN—Sodium alginate; soda bicarbonate; coal tar dyes. Rana Brothers Rangwala (importer, distributor), 17 Railway Rd., Lahore, West. WTD 9/3/65.

Caustic soda solids; 1,000 tons. International Link Supply Corp. (importer, distributor), 20 Batram St., Krishan Nagar, Lahore, West. WTD 9/3/65.

★★ PERU—Trade Mission

Ultramar blue, industrial bicarbonate of soda. Orlando Franco Mendoza (importer, wholesaler, retailer), P.O. Box 105, Tacna. WTD in preparation. TM 231.

VENEZUELA—Chemical products for shoe industry. Direct purchase and agency for all Venezuela. Requests replies in Spanish. Empresa Diamante (sales agency), Aptdo. 2545, Edificio Caripe, Local B, Piedras a Barcenas, Caracas. WTD 8/26/65.

282 Synthetic materials

FINLAND—Vulcanized polyethylene; chemically cross-linked polyethylene. Requests descriptive literature, price lists, terms. Direct purchase or agency. Rentto Oy (manufacturer, importer, exporter), Hyvinkaa. WTD 2/2/65.

ITALY—Cellophane for manufacture of food containers. Celloplastica Meridionale (manufacturer), 99 Via de Rossi, Bari. WTD 9/3/65.

★★ PERU—Trade Mission

Plastic exterior and lining material for women's handbags. Isauro Gutierrez G. (importer, retailer, manufacturer), San Camilo 100-A, Arequipa. WTD in preparation. TM 180.

Plastic foam for mattresses, sponges; requests information and literature. Distribuidora Saiki, S.A. (importer, wholesaler, retailer, representative), Santo Domingo 130 (P.O. Box 354), Arequipa. WTD in preparation. TM 176.

TAIWAN—Polyethylene, polypropylene, all grades. Requests quotations cif Keelung; samples. All Good Industry Co., Ltd. (importer, exporter), 7 Wan Chuan St., Taipei. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

283 Drugs

BELGIUM—Druggists' and medical sundries. Agency and/or direct purchase for Belgium. Etablissements R.A.T. (importer, agent), 181 Rue Renardi, Liege. WTD in preparation.

● **CEYLON**—Assorted pharmaceuticals in tablet form: Phenobarbitone, 1 gr., 6 million tablets; Acetazolamide, 250 mgm, 500,000 tablets; Benzhexol hydrochloride, 2 mgm, 1.8 million tablets; Emetine and Bismuth Iodide, 1 gr., 400,000 tablets; Ferrous Gluconate, 5 gr., 10,000 tablets; Guanethidine, 10 mgm each, 600,000 tablets; Promethazine hydrochloride, 25 mgm each, 2 million tablets; Standardized senna, 1.5 million tablets; Spironolactone (e.g. Aldactone A), 250 mgm each, 80,000 tablets. Bid deadline Nov. 16. Chairman, Tender Board, Director of Health Services, No. 355 Deans Rd., Colombo 10, For copy of tender write: Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

PAKISTAN—Vitamins C, B_1 and B_2; diiodohydroxyquinoline; iodochlor hydroxyquinoline. Fazal Din & Sons (importer, distributor), 53 The Mall, Lahore, West. WTD 6/9/65.

TRINIDAD, W.I.—Patent drugs; pharmaceutical preparations. Direct purchase and agency. Hand, Arnold (Trinidad) Ltd. (importers, wholesalers, commission merchants, sales agents), 63 Independence Square, Port of Spain. WTD 8/25/65.

VENEZUELA—Bulk pharmaceuticals and drugs for sale to local pharmaceutical manufacturers. Direct purchase and agency for entire country. Representaciones y Equipos Marte, S.A. (sales agency), Aptdo. 349, Caracas. WTD 9/3/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

GERMANY—Cosmetics, all kinds. Dr. Wurmboeck GmbH (manufacturer, wholesaler, exporter, sales agent), 6233 Kelkheim/Taunus, Pestalozzistrasse 1, Postfach 240. WTD 9/9/65.

★★ PERU—Trade Mission

Cosmetic specialties such as synthetic foam for facial powder applicators, sand paper for "jewel" garnet paper, cotton material for facial powder applicators, eyebrow pencils, manicure sets. German Loredo S. A. (manufacturer), Jiron Puno 1284, Lima. WTD in preparation. TM 108.

Valve polishing compounds, automobile waxes. Christian Brahm S. A. (importer, distributor), Jose Galves, 399 La Victoria, Lima. WTD in preparation. TM 50.

SAUDI ARABIA—Cosmetics specialties such as lipsticks, face powder, hair and face preparations; perfumes. Importer, wholesaler, retailer and commission agent seeks offers with catalogs and price lists. Middle East Trading Agencies, P.O. Box 132, Medina. WTD 9/1/65.

285 Paints, varnishes, lacquers, enamels

★★ PERU—Trade Mission

Paints. Jaime Ibanez, S.A.—Ingenieros Productos Arquitectonicos de Aluminio (manufacturer, builder), Avenida Bolivar 368, Lima. WTD 8/10/64. TM 39.

286 Gum, wood chemicals

ENGLAND—Raw materials for paint and foodstuff manufacture, such as gum, wood and tall oil rosins, tall oil fatty acids, crude tall oil. Direct purchase and agency. Lecithin & Chemicals Ltd. (commission merchant), 230 Castellain Mansions, London, W.9. WTD 5/29/63.

287 Agricultural chemicals

● **IRAQ**—Chlordane, 75% E.C., 15,000 ltrs; Diazinon,® 60% W.P., 3,000 imp. gals.; Dipterex,® 80% W.P., 3 tons; malathion, 50% E.C., 6,000 ltrs.; Meta-Systox,® 25% E.C., 1,500 ltrs.; ethyl parathion, 50% E.C., 4,000 ltrs.; sulfur, dusting, 100 tons. Tender No. AGR/P/2/65, bid deadline Oct. 14. General Drugs & Chemicals Imports & Distribution Co., British Bank of the Middle East Bldg., Bank St., Baghdad.★ (Telephone 202-WO 7-3910).

★★ PERU—Trade Mission

Insecticides, fertilizers. Almacenes Romero S.A. (importer), Av. Arequipa 802, Piura. WTD in preparation. TM 131.

289 Chemical products

FINLAND—Writing, stamp pad inks; related items for office or school use. Requests full details, prices, terms, samples. Koulutarpeiden Keskusliike Oy (importer, wholesaler, distributor), Koydenpunojankatu 2, Helsinki. WTD 8/26/65.

★★ PERU—Trade Mission

Gasket sealing compounds. Christian Brahm S.A. (importer, distributor), Jose Galves 399 La Victoria, Lima. WTD in preparation. TM 49.

307 Plastics products

BRAZIL—Plastic tapes for street marking; wholesaler desires to act as representative. Werco Comercio e Industria Ltda., Avenida Rio Branco 57, 14° andar, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 1/22/65.

IRAQ—Laminated plastic panels. Asriya Furniture Showroom & Factory (importer, wholesaler, retailer), Haj. A. Majid A. Bakki, Mustansir St. 258A/9, Baghdad. WTD 8/31/65.

311 Leather tanning, finishing

GERMANY—Leather for manufacture of women's and men's billfolds, wallets, passport covers, etc. Requests quotations cif Hamburg or Bremen. Fritz Zerfass, Lederwarenfabriken (manufacturer), 658 Idar-Oberstein 2, Hauptstrasse 1. WTD 6/10/64.

313 Boot, shoe cut stock, findings

VENEZUELA—Raw material, supplies for shoe industry, such as clips, nails, eyelets, caps, findings in general, except pre-fab soles, heels, tops, leather parts. Direct purchase and agency for all Venezuela. Requests replies in Spanish. Empresa Diamante (sales agency) Aptdo. 2545, Edificio Caripe, Local B, Piedras a Barcenas, Caracas. WTD 8/26/65.

316 Luggage

FINLAND—Brief cases, related items for school use. Requests full details, prices, terms, samples. Koulutarpeiden Keskusliike Oy (importer, wholesaler, distributor), Koydenpunojankatu 2, Helsinki. WTD 8/26/65.

QATAR—Luggage of leather or other materials. Al-Tajir (importer, retailer, wholesaler), P.O. Box 337, Doha, Qatar. WTD 9/6/65.

317 Handbags, personal leather goods

ETHIOPIA—Handicraft leather goods, handbags, purses, wallets, portfolios, belts, fancy gift articles in leatherettes. Direct purchase and agency. Universal Trading Co. Ltd. (importer, exporter, retailer, wholesaler, manufacturers' representative), P.O. Box 1714, Addis Ababa. WTD 8/30/65.

319 Leather goods

FINLAND—Leather desk sets, office items, related materials. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

322 Glass, glassware

★★ PERU—Trade Mission

Ovenware. Distribuidora Saiki, S.A. (importer, wholesaler, retailer, representative), Santo Domingo 130, P.O. Box 354, Arequipa. WTD in preparation. TM 177.

Ash trays. Direct purchase and agency. Regalos Roxana-Joyeria (importer, retailer), Santo Domingo 200, Arequipa. WTD in preparation. TM 216.

323 Glass products

FINLAND—Automobile mirrors, reflectors, related accessories adaptable to wide variety of vehicles. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

326 Pottery, related products

★★ PERU—Trade Mission

High-tension electric insulators. Redshaw & Stephenson, S.A. (agent), Lampa 879, Office 507, P.O. Box 1130, Lima. WTD 8/10/64. TM 81.

Porcelain figurines. Direct purchase and agency. Regalos Roxana-Joyeria (importer, retailer), Santo Domingo 200, Arequipa. WTD in preparation. TM 215.

VENEZUELA—Kitchen and household articles of china and earthenware. Direct purchase and agency for all Venezuela. Representaciones y Equipos Marte, S.A. (sales agency), Aptdo. 349, Caracas. WTD 9/3/65.

327 Concrete, gypsum, plaster products

★★ PERU—Trade Mission

Ceiling tile. Salvador+Young S.A. (importer, representative), Juan del Carpio 211, San Isidro, P.O. Box 15, Lima. WTD in preparation. TM 104.

331 Steel mill products

PAKISTAN—Cold rolled steel strips, 500 tons, equal to Japanese specifications JIS G 3308 (SPM-BO); widths 48, 57, 65, 78 mm; thicknesses 1.2, 1.3, 1.5, 1.9 mm; for lacing numbers G25, L27, N35, U45 respectively. Hot rolled carbon steel strip hoop, 500 tons, to JIS G-3307 (SPH-1) or equal. Open hearth rimmed steel, unpickled, unoiled, some off gage, slit edge, without fish tail; widths 135, 110, 130, 155 mm; thicknesses 1.4, 1.5, 1.7, 2.1 mm; for G25, L27, N35, U45 respectively. Iron wire for hinge pin, 100 tons, to JIS G-3532 SWM-B or equal; SWG 13 for steel belt lacing Nos. 25, 27; SWG 12 for steel belt lacing No. 35; SWG 10 for steel belt lacing No. 45. Iron wire for gage pin, 100 tons, to JIS G 3532 SWM-B or equal; SWG 8 for steel belt lacing Nos. 25, 27; gage 6 for steel belt lacing No. 35; gage 4 for steel belt lacing No. 45. Requests immediate quotations. Murad Industries (manufacturer), 103 Rail Bazar, Gujranwala, West. WTD in preparation.

★★ PERU—Trade Mission

Fence posts. Roden y Compania S.A. (importer, wholesaler), Casilla 304, Arequipa. WTD in preparation. TM 212.

TAIWAN—Tin plate, waste waste, for food canning; 75, 80, 85, 90, and 95 lb. per piece; size over 20" x 28"; 1.25 coating; soft temper; good merchantable quality. Requests quotation cif Keelung, sample. All Good Industry Co., Ltd. (importer, exporter), 7 Wan Chuan St., Taipei. WTD in preparation.

YEMEN ARAB REPUBLIC—Structural iron rods for building construction. Requests quotations cif Hodeida. Yemen Foreign Trade Co. (importer, wholesaler), P.O. Box 77, Sanaa. WTD 8/9/65.

334 Secondary smelting, refining of nonferrous metals

NETHERLANDS—Solder wire coils (resin cored). Direct purchase and agency. Quote prices. N. V. v/h van Heck & Co. (importer, wholesaler, exporter), 54 Scheepsmakershaven, P.O. Box 391, Rotterdam. WTD 8/17/64.

335 Rolling, drawing, extruding of nonferrous metals

AUSTRALIA—Thin gage metal strip, gold finish, polished, .010" to .012" thick. This is a type of gilding metal which does not tarnish, used in manufacture of buttons, fireplace trimmings, metal stamped articles. D. C. Quinn Pty. Ltd. (button manufacturer), 3-5 Athol St., Leichhardt, N.S.W. WTD in preparation.

● **INDIA**—Supply of 0.6 mm terminating cable and switchboard cable lead alloy sheathed (27 mi.); 0.6 mm terminating cable lead alloy sheathed (9 mi.). Tender No. SE 3/202/33/081/Cell, bid deadline Oct. 8. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-2162).

● **IRAN**—Supply of 4 mm copper coated wire with 40% copper (176,400 lb.). Tender No. 44/605, bid deadline Nov. 9. Iranian State Railways, Maydane-Rah-e-Ahan, Tehran.★ (Telephone: 202-WO 7-2162).

● **NIGERIA**—Supply of low voltage power cables according to following specifications: 5,000 yd. 0.06 sq. in. 4 core (19/0.64) cable; 2,000 yd. 0.25 sq. in. 4 core cable; 6,000 yd. 0.1 sp. in. 4 core cables. Bid deadline Oct. 5. The Secretary, Electricity Corp. of Nigeria, Headquarters, 24-25 Marina, Lagos. Tender forms may be obtained, upon payment of $2.94, from the Senior Purchasing Engineer, Electricity Corp. Headquarters, Marina, Lagos.

● Supply of 11 KV paper insulated power cables, details as follows: 72,500 yd. 0.25 sq. in. 3 core cable; 6,000 yd. 0.2 sq. in. 3 core cable; 12,000 yd. 0.0225 sq. in. 3 core cable; all conforming to specification ECN/2/1264/0/11/1, bid deadline Oct. 19. The Secretary, Electricity Corp. of Nigeria, Headquarters, 24-25 Marina, Lagos. Further information may be obtained, upon payment of $2.94, from the Senior Purchasing Engineer, Electricity Corp. Headquarters, Marina, Lagos.

336 Nonferrous foundries

SWITZERLAND—Thin-walled compression castings made of magnesium or similar light materials. Autophon AG (manufacturer), Reference 241/245, 4500 Solothurn. WTD 3/18/64.

339 Primary metal industries

FINLAND—Cable shoes, related cable equipment, supplies. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

342 Cutlery, hand tools, general hardware

★★ PERU—Trade Mission

Builders' hardware. Salvador + Young S.A. (importer, representative), Juan del Carpio 211, San Isidro, P.O. Box 15, Lima. WTD in preparation. TM 105.

Builder's hardware. Jaime Ibanez, S.A.—Ingenieros Productos Arquitectonicos de Aluminio (manufacturer, builder), Avenida Bolivar 368, Lima. WTD 8/10/64. TM 38.

343 Heating apparatus, plumbing fixtures

BELGIUM—Plumbing fittings, including bathtub fittings, all kinds. Agency and/or direct purchase for Belgium. Etablissements R.A.T. (importer, agent), 181 Rue Renardi, Liege. WTD in preparation.

FINLAND—Oil heating equipment for either industrial or home use. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

★★ PERU—Trade Mission

Solar heating equipment for hot water, cooking, heaters. Ricketts y Cia. S.A. (importer, exporter, wholesaler), San Francisco 108, Arequipa. WTD in preparation. TM 228.

344 Fabricated structural metal products

GERMANY—Electro-dynamo sheet metal. Rheinische Elektro Maschinenfabrik GmbH (manufacturer, exporter), 102 Blumentalstrasse 415 Krefeld. WTD 8/5/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **IRAQ**—Supply and erect one unit, 1 million gallon capacity elevated steel water tank (drinking water) at Al-Noor, Baghdad. Tender No. 36, bid deadline Dec. 2. Three additional water tanks, same size, tender No. 28, bid deadline Dec. 2. Terms and specifications available for tender No. 36, $70 per copy, tender No. 28, $140 plus airmail charges to U.S. from Secretary of Tenders Committee, Baghdad Water Supply Administration, Baghdad.

● Steel bridges, manufacture, supply and delivery. Tender No. B/8/1965, bid deadline Oct. 21. Specifications and terms, $56 per copy plus air mail postage, available from Directorate General of Roads & Bridges, Ministry of Communications, Baghdad.

★★ PERU—Trade mission

Steel-dished heads for water tanks, etc, approx. ½″ to ⅝″ max. thickness, ⅛″ min. thickness, medium to large diameters. Eagle Iron Works, S. A. (manufacturer, importer), Av. Estados Unidos No. 262, Callao. WTD in preparation. TM 43.

Prefabricated houses. Local Housing Commission interested in attracting U.S. manufacturers of such houses. Junta Nacional de la Vivienda (Federal Housing Commission), Santa Catalina 117, Arequipa. TM 193.

● **THAILAND**—3 items steel sheet piles, 15 items steel bars. Tender No. MK-2-1, deadline Oct. 5. Bid bond required not less than 5% of total price. Other terms and conditions available to firms in U.S. from Royal Irrigation Dept., Bangkok. Copy of Contract Documents available for review only in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. Further details available from M.L. Xujati Kambhu, Director General of Royal Irrigation Dept., Samsen Rd., Bangkok, or Financial Counselor, Royal Thai Embassy, Washington, D.C.

349 Fabricated metal products

● **AUSTRALIA**—Design, manufacture, assemble, testing at works, supply and delivery of one 4′0″ dia. regulating valve and accessories and/or one 4′0″ dia. rotary valve and accessories. Tender No. M. 152, bid deadline Jan. 7, 1966. The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W.★ Telephone: 202-WO 7-5589.

351 Engines, turbines

FINLAND—Combustion engines, all types except aircraft; equipment powered by combustion engines. Requests full details, prices, terms, brochures if available. Direct purchase or agency. Oy Transporter Ab (importer, wholesaler), Kaivokatu 10 C, Helsinki. WTD 9/7/65.

352 Farm machinery

★★ PERU—Trade mission

Direct purchase of farm machinery used in cultivation of corn; exclusive distributorship in Peru for general farm equipment. Carlos Carbo T., S. A. (importer), Calle Lima 486, Chincha Alta, Ica. WTD in preparation. TM 55.

Equipment for poultry breeding. Rifabo, S. A. & IASA, (Inseminacion Artificial, S. A.) (wholesaler, retailer), Av. Buenos Aires 437, Callao. WTD in preparation. TM 52.

Machinery to clean, split, grade, size peas. Commercial Alimenticia Peruana S. A. (COALPESA) (wholesaler, importer), Av. San Pablo 279, Lima. WTD 8/25/64. TM 116.

353 Construction, mining, materials handling machinery

● **CEYLON**—12″ suction dredger and pipelines for the Colombo Port Commission, Colombo. Bid deadline Nov. 17. Chairman, Tender Board, Ministry of Nationalized Services, Colombo. For copies of tender schedule write: Embassy of Ceylon, 2148 Wyoming Ave., N.W., Washington, D.C. 20008. These tenders will be issued upon receipt of a $3.15 (unrefundable) documentary fee.

FINLAND—Building machinery, equipment, tools, related items. Requests full details, brochures, prices, terms. Direct purchase or agency. Suomen Tavaraclearing (importer, wholesaler, agent), P. Rautatienkatu 17 A, Helsinki. WTD 8/26/65.

Materials handling machinery and equipment of all types, particularly those utilized with combustion engines. Requests full details, prices, terms, brochures if available. Direct purchase or agency. Oy Transporter Ab (importer, wholesaler), Kaivokatu 10 C, Helsinki. WTD 9/7/65.

GREECE—Dumpers, capacity 15-20 cu. yd. Direct purchase and/or agency. E. Natsis & Co. (importer, sales agent), 52 Patission St., Athens 147. WTD 3/30/65.

● **NEW ZEALAND**—Supply and delivery of one, 100-ton capacity, electric overhead traveling crane. Tender No. 472, bid deadline Nov. 16. The Secretary, New Zealand Electricity Dept., Private Bag, Wellington.★ Telephone: 202-WO 7-5589.

★★ PERU—Trade mission

Winches to be installed in trucks to load and unload cylinders and cargo up to 1,000 lb. Estacion de Servicio—Transportes (importer, service station), Km. 1 Carretera Piura, Sullana, Piura. WTD in preparation. TM 139.

Equipment for mass-housing construction. Cilloniz Olazabal Urquiaga S. A. (builder), Ugarte 201, Arequipa. WTD in preparation. TM 240.

Materials handling, port construction, road building, mining machinery and equipment. A. y F. Wiese S. A. (manufacturer, importer, wholesaler). Carabava y Miroquesada, P.O. Box 2793, Lima. WTD 6/22/65. TM 112.

Machinery to mine, refine, and pack lime and gypsum: technical assistance required. Negociacion Comercial y Maderera (importer, wholesaler). Av. Loreto 201, Piura. WTD 1/16/64. TM 145.

Excavating and transporting equipment used in production of bricks. Industrializadora de Ceramica y Anexos S. A. (manufacturer), P.O. Box 129, Iquitos. WTD in preparation. TM 154.

THAILAND—Oil drilling and production equipment. Equipment for oil, water and coal refinery. Desires exclusive representation; direct purchase or indent arrangement. Mettabhand Co., Ltd. (importer, distributor, commission agent), 475/8 Sri Ayudhya Rd., P.O. Box 612, Bangkok. WTD 4/7/65.

354 Metalworking machinery

★★ PERU—Trade Mission

Machinery to manufacture small nails from ½″ to 3″. Comercial Meneses y Cia. S.A. (importer), Jr. Lima 278, Iquitos. WTD in preparation. TM 151.

Hand-operated buffers and polishers for use on finished plywood, chip-board, or three-ply. Mobar (manufacturer), Oxapampa 157, Brena. WTD in preparation. TM 63.

Machinery to manufacture metal furniture. Mueblerias Unidas Nuestra Senora del Carmen (manufacturer, wholesaler, retailer), San Camilo 310A, Arequipa. WTD in preparation. TM 190.

Can-making machinery, semi-automatic operation for pear-shaped ham cans, 2 to 2½ kg. capacity; 1 kg. and 5 kg. round sanitary cans. Enrique Behrandt (manufacturer), Santa Catalina 115, Arequipa. WTD in preparation. TM 185.

Molds for manufacture of plastic toys, plastic household items. Plasticos Misti, S.A. (manufacturer, importer, wholesaler), Puente Grau No. 201 (Yanahuara), Arequipa. WTD in preparation. TM 187.

Machinery for manufacture of fences for farms and open fields. Edgardo Bedoya F., Jiron Azangaro 377, Office 405, Edificio Beytia, Lima. WTD in preparation. TM 225.

Small automatic screw-making machinery, machinery for manufacture of nuts and bolts. Enrique W. Gibson, Ltda. (importer, exporter, wholesaler, retailer), La Merced 108, Arequipa. WTD in preparation. TM 227.

High pressure injection molds up to 200 grams (7½ oz.) for use with screw and piston-type plastic (PVC) injectors; molds for manufacture of plastic shoes by low-pressure injection method; will purchase or rent molds; willing to visit U.S. to inspect. Panam Peru S.A. (manufacturer, importer), Canta 411, Lima. WTD in preparation. TM 17.

Horizontal boring and milling machine similar to Swedish HMV. Fabrica de Maquinarias (manufacturer, importer, wholesaler), Pasaje Zarumilla 107 (IV Centenario), Arequipa. WTD in preparation. TM 242.★

Machinery for manufacture of wire fence; necessary rigging equipment. Roden y Compania S.A. (importer, wholesaler), Casilla 304, Arequipa. WTD in preparation. TM 211.

Machinery for manufacture of steel furniture such as school and hospital desks, chairs, tables, kitchen equipment. Itesa S.A. (manufacturer, importer, distributor), Miguel Zamora 148, Lima. WTD in preparation. TM 20.

Machinery for manufacture of metal gaskets for all types of automobiles. Ambaco (manufacturer, importer), Avenida Nicolas de Pierola 1496, Lima. WTD in preparation. TM 34.

Power hand tools for building trade. Salvador & Young S.A. (importer, representative), Juan del Carpio 211, San Isidro, P.O. Box 15, Lima. WTD in preparation. TM 106.

Machinery to manufacture nuts and bolts to be used in assembly of steel angles and panels; equipment specifications: 100 nuts and bolts per minute; dimensions of nuts and bolts: ⅝″ x 5/16″ dia. Purchase to be financed over a four to five-year period. Alsof S.A. (manufacturer),

Pueblo Libre, Lima. WTD in preparation. TM 11.

Machinery for manufacture of small mechanical parts for automobiles. Compania de Estudios de Ingenieria Electrica S.A. (CEIESA) (installer), Los Obsidianas 1389, La Victoria, Lima. WTD in preparation. TM 109.

Machine to make eyes in end of springs, spring width 1¾" to 4"; eccentric press for springs, 100 ton capacity, 2" stroke; laminator to thin ends of springs, metal width 1¾" to 4". Fabrica Nacional de Muelles (manufacturer), Ave. del Castillo, Lote 4-5, Vitarte, Lima. WTD in preparation. TM 68.

Machinery for manufacture of metal frames and handles for women's purses. Hector Alcalde y Cia. (manufacturer), Prolongacion Gamarra 770, La Victoria, Lima. WTD in preparation. TM 72.

Equipment to manufacture steel drums of varying sizes up to 55-gallon capacity. Complete cif quotations, descriptive literature requested. Frank L. Fleishman (fishing), Ave. Arequipa 1127, Piura. WTD in preparation. TM 129.

Machine to manufacture chicken wire fence of varying gage and height, capacity 100 sq. yd. per day. Compania Maderera Gibson, S.A. (manufacturer, importer, wholesaler, retailer), Avda. Parra 208, Arequipa. WTD in preparation. TM 174.

Plain and galvanized wire making plant: proposed capacity of 500 tons of raw material received in rolls weighing 500 lb., in dia. between ¼" and 5/16"; wire to be drawn to dia. 20 to 4 sizes; galvanized sizes from 18 to 6; approx. 80 tons of monthly production to go into nail production. Requests full details on equipment costs, personnel requirements, financing. Central Chucarapi S.A. (manufacturer, importer, exporter), Galerias Gamesa 6th Floor, P.O. Box 98, Arequipa. WTD in preparation. TM 169.

Machinery for metal imprinting. Requests full details; machinery for manufacture of metal insignias, pins, buttons. Talleres Clarin de Banderines (manufacturer, retailer), Calle Pizarro 507, Arequipa. WTD in preparation. TM 167.

Automatic machinery and raw materials for manufacture of metal furniture for offices, schools, hospitals, homes. Requests technical assistance, financing. Corporacion Industrial Cayro S.A. (manufacturer, wholesaler), Jerusalem 311, Arequipa. WTD in preparation. TM 165.

355 Special industry machinery

AUSTRALIA—Timber priming machine: machine into which molded timber is fed, machine applies coat of primer and timber emerges ready for stacking and distribution to builders and other end users. Mr. J. Stone, Blundell Spence & Co. (Aust.) Pty. Ltd. (manufacturer), Cnr. Kent & Gardeners Rd., Mascot, N.S.W. WTD in preparation.

ECUADOR—Carbonators, beverage bottling equipment. Requests catalogs with offers; replies in Spanish. Augusto A. Proano, Gerente, Fabrica de Refrescos "Delicia" (manufacturer, agent), Casilla 107, Ibarra. WTD 8/4/65.

Machinery to manufacture rods for electric welding process. Requests catalogs with offers; replies in Spanish. Direct purchase and agency. Hector Vela Vega, Importadora "Velaga" (importer), Casilla 318, Ambato. WTD 2/19/65.

GERMANY—Fully automatic machines for production of printed circuits. Fully automatic machines for production of electronic components. Requests fob quotations. Direct purchase and agency. Otfried Kreutzer (importer, wholesaler), 6 Frankfurt/Main, Karl Stieler Strasse 4. WTD 7/1/65.

GUATEMALA—Ribbon-making weaving machinery, complete and installed; to produce ribbons for Central American Common Market requirements. Requests replies in Spanish. Felipe Zaid H., Almacen "La Giralda" (manufacturer, importing distributor), 6a. Calle 7-45, Zona 1, Guatemala City. WTD 9/9/65.

● **IRAQ**—2 band-knife machines for cutting layers of fabrics; 2 automatic eyeletting machines. Tender No. 65/Prod/7/2, bid deadline Nov. 2. Directorate General of Contracts & Purchases, Ministry of Defense, Baghdad. Tenders available from the Military Attache, Iraqi Embassy, 3510 Garfield St. NW., Washington, D.C.★ (Telephone: 202-WO 7-5589).

★★ **PERU—Trade Mission**

Complete equipment to manufacture and freeze between 12½ and 25 gallons of ice cream per hour; packaging machinery to fill between 12½ and 25 gallons of ice cream per hour in 3 oz. plastic cups, 1 pt. and 1 qt. plastic containers; machine to manufacture ice cream sticks at rate of 500-1,000 per hour maximum. Farmacia Progreso (retailer), Ave. Grace 461, Piura. WTD in preparation. TM 127.

Complete sugar mill plant to handle between 25,000 and 35,000 tons of cane per working year (10 months) or a complete plant to handle between 55,000 and 65,000 tons a year; equipment to refine 800 to 900 tons of sugar per year. Chiquitoy S.A. (manufacturer, exporter), Puno 271, Lima. WTD in preparation. TM 33.

Equipment to dehydrate chile peppers, onions, garlic at rate of one ton per hour. Rinaldo Peschiera (agriculturist), Av. Sanchez Cerro 392, Piura. WTD in preparation. TM 126.

Machine for smoothing plywood, chip-board, three-ply; machine for glueing paper on plywood, chipboard, three-ply; press for plywood, chipboard; Nordex; or three-ply; 5' x 10' and up to 10 kilos/cm²; mixer used in preparation of glue for plywood. Mobar (manufacturer), Oxapampa 157, Brena, Lima. WTD in preparation. TM 64.

Catsup filler, 30-40 14-oz. bottles per minute, bottom fill; labeling machine for standard U.S. dimension 14-oz. catsup bottles, to place label on both neck and body at rate of 30-40 bottles per minute; labeling machine for sanitary cans 211 x 109, 307 x 113, 301 x 411, 307 x 409, 200-250 cans per minute; packaging machine to form cellophane packages of approx. 1" x 1" to fill and heatseal at rate of about 30 packages per minute; new or reconditioned equipment. Sociedad Peruana Para La Industrializacion y Comercio de Productos Alimenticios, S.A. (SPICA) (manufacturer), Aptdo. 5127, Miraflores, Lima. WTD in preparation. TM 121.

Machinery for manufacture of plastic household products. Plasticos Misti, S.A. (manufacturer, importer, wholesaler), Puente Grau No. 201 (Yanahuara), Arequipa. WTD in preparation. TM 188.

Canning plant to process hams, frankfurters, sausage, chicken, green beans, lamb, pork and beans, mixed vegetables; to be packed in 1 kg. and 5 kg. cans; smallest capacity available. Enrique Behrandt (manufacturer), Santa Catalina 115, Arequipa. WTD in preparation. TM 184.

Machinery for manufacture of wooden furniture with heat and stain resistant tops; technical assistance desired. Mueblerias Unidas Nuestra Senora del Carmen (manufacturer, wholesaler, retailer), San Camilo 310A, Arequipa. WTD in preparation. TM 189.

Machinery to process and can lima beans, peas, garbanzos (type of bean). Input requirements one ton/hour of lima beans, peas, garbanzos, ½ ton/hour of green beans. Luis Felipe Elias (farmer), Parque Meliton Porras 376, Miraflores, Lima. WTD in preparation. TM 58.

Mixing and packaging machines for production of gelatins from imported flavors; packaging machinery for variety of spices to fill 2-oz. cellophane packages approx. 2" x 2½" at rate of 30-40 packages per minute. Super Markets S.A. (supermarket chain), Avenida Larco 670, Miraflores, Lima. WTD 9/8/64. TM 41.

Meat processing, packaging equipment. Viviendas Del Norte, S.A. (distributor), Jiron Moquegua 182, Of. 201 (Casilla 5606), Lima. WTD in preparation. TM 36.

Machinery to manufacture plastic-soled footwear; prices, descriptive literature requested. Curtiembre Ibanez S.A. (manufacturer, importer, exporter, wholesaler, retailer, representative), Callejon del Puente 118, Arequipa. WTD in preparation. TM 243.

Small plant to extract and filter cottonseed oil. J. F. Portugal e Hijos, S.A. (manufacturer, importer, wholesaler, retailer), Santo Domingo & San Juan de Dios, Arequipa. WTD in preparation. TM 179.

Equipment for manufacture of all types of concrete products, especially pre-stressed posts, beams, floors. Prefabricados de Concreto Arequipa S.A.—PRECONAR S.A. (manufacturer), Francisco Gomez de la Torre 117A, Aptdo. 331, Arequipa. WTD in preparation. TM 178.

Machinery to manufacture leather transmission belts, minimum capacity one million ft. per year. Luicioni Hermanos S.A. (manufacturer, wholesaler), Palacio Viejo 521, Box 138, Arequipa. WTD in preparation. TM 199.

Small plant to produce decaffeinated coffee, approx. one ton per 8-hour shift, to be vacuum-packed in cans and in polyethylene bags of 2 lb., 1 lb., and ½ lb. sizes; prices on filling and closing equipment required. Exportadora Sarfaty S.A. (manufacturer, importer, exporter), Avda. Parra No. 205, Aptdo. 605, Arequipa. WTD in preparation. TM 200.

Popcorn-making equipment; deodorizing equipment for fishmeal; machinery to mix fishmeal oil with cottonseed oil. Ricketts y Cia., S.A. (importer, exporter, wholesaler), San Francisco 108, Arequipa. WTD in preparation. TM 229.

Machine to fill bottles ¾" neck opening, 10" high, 10 bottles per minute; machine to label at rate of 10 bottles per minute. Gerardo Diaz, S.A. (manufacturer, wholesaler, retailer), Alto de la Luna 108, Arequipa. WTD in preparation. TM 234.

Equipment to produce sterile milk, capacity 30,000 liters a day; raw milk handling and sterilizing equipment; filling machinery to package milk in plastic-lined 10 and 20 kilo cartons; filling machine in Lima to package sterile milk in half-liter and liter tetrapak cartons, or similar, ratio 20,000 in one-liter cartons, 10,000 in ½-liter cartons; plant to produce 600 tons of lemon juice in 10-month period; equipment to concentrate juice; extractors; filling machines; machinery to extract essential oils. Stanford Research Institute, Junta de Rehabilitacion y Desarollo (industrial development board), Casilla 737, Arequipa. WTD in preparation. TM 239.

Dicer for bacon, to cut 1 cm. and 1" dices, capacity 300 kilos per day. Enrique Behrandt (manufacturer), Santa Catalina 115, Arequipa. WTD in preparation. TM 186.

Machinery to manufacture and imprint folding cardboard boxes. Tipografia Acosta (manufacturer, importer, exporter, wholesaler, re-

tailer), Mercaderes 338, P.O. Box 203, Arequipa. WTD in preparation. TM 182.

Poultry abattoir to handle 2,000 chickens per hour, freezing capacity to be one month's production; machinery to package whole chickens, breasts, legs and thighs, backs and necks. Cia. Financiera del Peru, S.A., Sancho de Rivera 1184, Lima. WTD in preparation. TM 56.

Machinery to extract essential oils from Key or Mexican limes; by-products would be concentrated juices and cattle feed; input capacity to be 10 tons/hour. Reiser & Curioni S.A. (importer, wholesaler, representative), Junin 330. Aptdo 1033, Lima. WTD 6/2/65. TM 47.

Equipment to package peas in 100 lb. bags, capacity of one ton per hour; equipment to package garlic in ½ and 1 oz. plastic packages similar to impact extrusions used to package individual servings of jams and jellies for airline passengers. Comercial Alimenticia Peruana S.A. (COALPESA) (importer, wholesaler), Av. San Pablo 279, Lima. WTD 8/25/64. TM 117.

Small door-making machine to produce 10 doors per day; machinery to manufacture and paint slats for venetian blinds, capacity approx. 1 million slats annually. Requests literature on woodworking machines. Compania Maderera Gibson (manufacturer, importer, wholesaler, retailer), S.A., Avda. Parra 208. Arequipa. WTD in preparation. TM 170.

Small pineapple processing plant to handle 10 to 12 pineapples per minute; machinery to process local fruit called camu camu (similar to acerola from Puerto Rico) into juice. Luis A. Arana (importer, exporter), P.O. Box 500. Iquitos. WTD in preparation. TM 163.

Silk screen press for manufacture of burgees, pennants, similar items. Talleres Clarin de Banderines (manufacturer, retailer), Calle Pizarro 507, Arequipa. WTD in preparation. TM 166.

Brick-making machinery; sawmill machinery. Requests extended credit terms. Juan Isern Cordova (manufacturer), Caballero y Lastre Morona Cocha, Iquitos. WTD in preparation. TM 158.

Machinery to manufacture bricks, capacity 500,000 bricks a month. Industrializadora de Ceramica y Anexos S.A. (manufacturer), P.O. Box 129, Iquitos. WTD in preparation. TM 153.

Machinery to can fruits, juices, hearts of palm. Requests descriptive literature. Negociacion Sur Peruana (manufacturer), S.A., Arequipa. WTD in preparation. TM 148.

Machinery to manufacture starch and flour from yuca (potato-like tuber), to handle average annual production of 9,000 tons; output of starch and flour to be 5 tons per hour. Fernando Woodman (agriculturist), P.O. Box 37. Piura. WTD in preparation. TM 146.

Canning equipment to process asparagus. 2 tons/hour; canning equipment to process pineapple in slices, chunks, tid-bits, crushed. juice. 3-4 tons/hour. Fernando Hernandez Aguero (farmer), Independencia 1060, Miraflores. Lima. WTD in preparation. TM 71.

TAIWAN—Knitting machine with automatic pattern device; to be used for silk. manmade fiber, cotton, wool. Requests catalog. fabric samples. All Good Industry Co., Ltd. (importer, exporter). 7 Wan Chuan St., Taipei. WTD in preparation.

TRINIDAD, W.I.—Gasoline-powered portable chain saws for either one or two-man operation. Direct purchase and agency. Charles McEnearney & Co., Ltd. (importer, wholesaler. retailer, agent), Engineering Dept. 25 Richmond St., Port of Spain. WTD 7/30/64.

356 General industrial machinery

AUSTRALIA—High-speed transmission gear boxes, required to transmit 4,250 hp. to a ship propeller in a V arrangement. Power drive is from gas turbine into gear box and would come out under gas turbine in same vertical plane. At same time, there is a small diesel engine on other side of gear box with an input of 160 to 200 hp. When gas turbine is not operating, diesel engine will, so that gear box would continue to transmit power through to propeller. Speed for gas turbine drive into gear box is 5,250 rpm; speed of propeller is 1,750 rpm. Mr. F. J. R. Smith, Hawker Siddeley Aust. Pty. Ltd. (manufacturer), 43-51 College St., Gladesville, N.S.W. WTD in preparation.

GERMANY—Underwater pumps with electric underwater motors, direct current, 30-100 watt, 2800 rpm, with pressure control switches. Direct purchase or agency. Rheinstrom Pumpenfabrik K.H. Bertgen (manufacturer), 54 Koblenz, Goebensiedlung 10. WTD 8/19/65.

● **GREECE**—Supply of 3 pumping units, including 3 vertical water pumps, 1200m³/hr capacity; 3 diesel engines; 3 angular drives. Tender No. B/634/65, bid deadline Oct. 16. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-W0 7-5589).

★★ **PERU—Trade Mission**

Oil burners for heat treating ovens. Fabrica Nacional de Muelles (manufacturer), Ave. del Castillo, Lote 4-5, Vitarte, Lima. WTD in preparation. TM 70.

Electric furnace. Jaime & Efrain Tejada (manufacturer), Avda. Quiroz 200, Arequipa. WTD in preparation. TM 183.

Infrared drying lamp, mounted on rails, at least 5′ apart, to pass over plywood press used to glue paper on plywood, chip-board, or threeply; varnisher or spraygun with compressor and air dehydrator. Mobar (manufacturer), Oxapampa 157, Brena, Lima. WTD in preparation. TM 61.

● **THAILAND**—Supply of 2 rotary gear pumps with motor, 250 liters/minute capacity; 1 oil meter, 120-130 gallons/minute capacity; 1 oil meter, 280 gallons per minute capacity; one centrifugal filter, 925 gallons/hour capacity. Tender No. 08379, bid deadline Oct. 13. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-5589).

357 Office, computing, accounting machines

AUSTRALIA—Adding machines. Direct purchase and agency. Singer Australia Pty. Ltd., 80 Wentworth Ave., Sydney, N.S.W. WTD in preparation.

FINLAND—Office machines and equipment, all types; related supplies. Requests full details, prices, brochures if available. National Kassa Osakeyhtio (importer), Pitkansillanranta 1A, Helsinki. WTD 8/23/65.

● **IRAQ**—Supply of 100 small Arabic typewriters, 12″-13″; 150 large Arabic typewriters, 18″-19″; 20 large English typewriters, 18″-19″; 20 electric duplicating machines; 15 color duplicating machines. Tender No. Cont/Ord/41/1965, bid deadline Nov. 2. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free from the Military Attache, Iraqi Embassy, Washington, D.C. Copy of tender documents available for review from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

NETHERLANDS—Office machines, appliances, business aids. Direct purchase and agency. Quote prices. Interpols Internationale Handelsonderneming (importer, wholesaler, retailer), 357 Mathenesserdijk, Rotterdam-7. WTD 11/5/64.

358 Service industry machines

ECUADOR—Ice-making machinery, industrial. Requests catalogs with offers; replies in Spanish. Augusto A. Proano, Gerente, Fabrica de Refrescos "Delicia" (manufacturer, agent), Casilla 107, Ibarra. WTD 8/4/65.

★★ **PERU—Trade Mission**

Vending machines for pre-packaged foods and sandwiches. Redshaw & Stephenson, S.A. (agent), Lampa 879, Office 507, P.O. Box 1130, Lima. WTD 8/10/64. TM 79.

Complete equipment for deep freeze room, capacity 20 tons, specifications and prices requested; food vending machines. Orlando Franco Mendoza (importer, wholesaler, retailer), P.O. Box 105, Tacna. WTD in preparation. TM 230.

Industrial freezers, mobile freezers; complete details requested. Ricketts y Cia., S.A. (importer, exporter, wholesaler), San Francisco 108, Arequipa. WTD in preparation. TM 229.

Vending machines for soft drinks, cigarettes, candy. Viviendas Del Norte, S.A. (distributor), Jiron Moquegua 182, Of. 201 (Casilla 5606), Lima. WTD in preparation. TM 35.

Industrial refrigeration equipment for storage of meat, butter, fish, fruits, chamber dimensions: 12′ x 9′ x 9′, 8 units. Requests information on prefabricated refrigeration equipment for above commodities and on refrigeration equipment used in supermarkets. Ciliotta y Cia., S.A. (importer, wholesaler, retailer, representative), Jiron Ayacucho 770, Lima. WTD in preparation. TM 93.

VENEZUELA—Commercial laundry, dry cleaning, pressing machinery; equipment, accessories in general. Distribution for Venezuela. Requests replies in Spanish. Union Tecnica Cavenca, C.A. (importer, distributor), Aptdo. 31, Caracas. WTD 8/25/65.

361 Electric transmission, distribution equipment

FINLAND—Electric meters of all types, related measuring equipment, instruments. Must be adaptable for use on 220 v., 50 cycle, a.c. current. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18. Helsinki. WTD 8/27/65.

● **GREECE**—Supply of miscellaneous switchgear including air break switches, disconnecting switches, fuse cutouts, fuse holders, fuse links. Tender No. DMKD-474, bid deadline now set for Oct. 12 (INTERNATIONAL COMMERCE, Sept. 6, p. 28). Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

● Supply of outdoor switching equipment including 150 kv and 15 kv circuit breakers, disconnecting switches, post insulators, current transformers. Tender No. DMPM-294/295/Part I, bid deadline now set for Oct. 15 (INTERNATIONAL COMMERCE, Aug. 30, p. 42). Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of polyphase electricity meters including KWH meters for L.T. supply, KWH meters for H.T. supply, and reactive KVAH meters. Tender No. 31, bid deadline Oct. 5. Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-2939).

● **NEW ZEALAND**—Supply of one 50 MVA, 110/33 KV transformer bank and spare unit for Takanini substation. Tender No. 471, bid deadline Nov. 2. New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

ECUADOR—Diesel-electric and gasoline-electric motor parts and equipment for automotive vehicles. Requests catalogs with offers. Direct purchase and agency. Electro Diesel S.A. (importer, agent), Casilla Postal 1310, Quito. WTD 3/23/65.

FINLAND—Electric or electronic industrial controlling equipment, instruments, related components, supplies. Must be designed or adaptable for use on 220 v., 50 cycle, a.c. current. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

GERMANY—Accessories for electric motors, generators, converters. Electric condensers, transistors, collectors, for switch panels and regulators. Rheinische Elektro Maschinenfabrik GmbH (manufacturer, exporter), 102 Blumentalstrasse, 415 Krefeld. WTD 8/5/65.

● **IRAN**—Deliver one unit, 4 stroke vertical water cooled diesel motor, 250 hp., 750 r.p.m.; one unit, 4 stroke vertical water cooled diesel motor, 200 hp., 1800 r.p.m., with auxiliary equipment; one electromoter, triphase, 380 v., 50 cycle, 10 hp., 750 to 900 r.p.m. Tender No. 44/1083, bid deadline Nov. 25. The Iranian State Railways, Maydane Rahe-Ahan, Tehran. One copy of specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **IRAQ**—Eight 300-amp. diesel engine driven welders, mounted on tired wheel units: 4 portable and 4 mobile machines. Tender No. 21/65, bid deadline Oct. 9. Republic of Iraq, Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-5652).

★★ PERU—Trade Mission

Instruments to control temperature in heat treating ovens, 1000°C max. temperature. Fabrica Nacional de Muelles (manufacturer), Ave. del Castillo, Lote 4-5, Vitarte, Lima. WTD in preparation. TM 69.

VENEZUELA—Welding equipment, electrical, automatic, 110 v., 50 and 60 cycles. Direct purchase and agency for all Venezuela. Requests replies in Spanish. Empresa Diamante (sales agency), Aptdo. 2545, Edificio Caripe, Local B, Piedras a Barcenas, Caracas. WTD 8/26/65.

363 Household appliances

CYPRUS—Refrigerators, washing machines, gas cookers, electric irons. Price range low to medium. Delivery cif Cyprus ports. Direct purchase and agency. The Limassol-Paphos Cooperative Supply Union Ltd. (SPOLP) (importers, manufacturers' agents, distributors), P.O. Box 285, Limassol. WTD 9/3/65.

GUATEMALA—Kerosene-operated refrigerators and freezers for distribution throughout rural areas. Direct purchase and agency. Requests replies in Spanish. Compania Guatemalteca de Aparatos Electricos, Ltda. (importing distributor), Aptdo. Postal 148, 10a. Calle 5-18, Zona 1, Guatemala City. WTD 4/2/65.

IRAQ—Refrigerators, washing machines, water heaters, air coolers, air conditioners, gas ranges. Baker Haji Mohamed Al-Baker (importer, wholesaler), 16-118 Taht Al-Takya St., Baghdad. WTD 8/25/65.

★★ PERU—Trade Mission

Refrigerators, washing machines. Almacenes Santa Cecilia (importer, wholesaler), Av. Arequipa 737, Piura. WTD in preparation. TM 140.

Dishwashers, blenders, washing machines, refrigerators using kerosene, electric refrigerators. Gerardo Diaz, S.A. (manufacturer, wholesaler, retailer), Alto de la Luna 108, Arequipa. WTD in preparation. TM 235.

Refrigerators, ranges, washing machines. Juan Heresi M. (importer, wholesaler, retailer), Ejercicios 113, Arequipa. WTD in preparation. TM 218.

364 Electric lighting, wiring equipment

★★ PERU—Trade Mission

Light bulbs, switches, wiring. Direct purchase and agency. La Comercial, S.A. (importer, retailer), Mercaderes 236, Arequipa. WTD in preparation. TM 197.

QATAR—Lighting installation materials, including lamps, decorative fixtures. Al-Tajir (importer, retailer, wholesaler), P.O. Box 337, Doha, Qatar. WTD 9/6/65.

365 Radio, television receiving sets

★★ PERU—Trade Mission

Closed-circuit TV receivers, 200-300 sets, to be used in school system. Canal 7 de Television del Ministerio de Educacion Publica, Ministerio de Educacion Publica, Piso 12, Lima. TM 22.

Phonograph records. Direct purchase and agency. La Comercial S.A. (importer, retailer), Mercaderes 236, Arequipa. WTD in preparation. TM 194.

Radios, TV receivers, phonographs. Almacenes Santa Cecilia (importer, wholesaler), Av. Arequipa 737, Piura. WTD in preparation. TM 141.

QATAR—Tape recorders, stereo high-fidelity equipment, for home entertainment. Al-Tajir (importer, retailer, wholesaler), P.O. Box 337, Doha, Qatar. WTD 9/6/65.

366 Communication equipment

● **IRAQ**—Supply of open-wire equipment. Tender No. 65/4, bid deadline Dec. 14. Conditions and specifications may be obtained from the Technical Section, Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad, for $14 per copy, plus airmail charges.

● **IRELAND**—Supply and installation of 50-v. power plant at Sligo Automatic Telephone Exchange Building. Tender No. C/513, bid deadline Oct. 14. Supply and installation of private automatic branch exchange at Central Sorting Office in Dublin. Tender No. C/513, bid deadline Oct. 15. The Engineer-in-Chief, Dept. of Posts and Telegraphs, Contracts Section, Rm. 513, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

★★ PERU—Trade Mission

Audio visual equipment, 10 units; TV mobile equipment, 1 unit; video tape, 5 kw; TV station equipment; TV relay stations; presently using TV station gates, 500 w. Canal 7 de Television del Ministerio de Educacion Publica, Ministerio de Educacion Publica, Piso 12, Lima. TM 21.

● **TAIWAN**—Supply of materials for 200 places of highway crossing signal installation, including 40 places of automatic gates for Taiwan Railway Administration. Tender No. IB-0006, bid deadline Oct. 28. Global tender with financing by IBRD loan. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Copy of specifications and drawings available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● Supply of equipment and materials for double track automatic block signal system, with spare parts for one-year use. Tender No. IB-0005, bid deadline Oct. 28. Global tender with financing by IBRD loan. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Copy of specifications with drawings available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

VENEZUELA—Radio receivers and transmitters for small airplanes. Distribution for all Venezuela. Requests replies in Spanish. Hermanos Guedes R. (importer, retailer, sales agent), Carrera 10, No. 31-70, Barquisimeto, Estado Lara, Venezuela. WTD 8/20/65.

369 Electrical machinery, equipment, supplies

● **CEYLON**—Supply of duplitized X-ray films of various sizes, dental X-ray radiatized films, duplitized occlusal dental X-ray films, X-ray developers, X-ray fixing salts, X-ray replenishers, etc. Bid deadline Oct. 12. Ministry of Health, P.O. Box No. 500, Colombo. For copies of tender schedule, write: Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

371 Motor vehicles, motor vehicle equipment

FINLAND—Automobile accessories, all types but preferably equipment or fixtures which can be utilized on European as well as U.S. vehicles. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

GERMANY—Gear and motor parts for U.S. Army vehicles, principally trucks of major U.S. makes. Requests replies in German. Hans Bruckner (importer, wholesaler), 6 Frankfurt/Main, Speyerstrasse 10. WTD 10/23/64.

NETHERLANDS—Automobile parts, accessories. Direct purchase and agency. Tobo N.V. (importer, wholesaler, exporter), Wagenberg, N.Br. WTD 11/5/64.

★★ PERU—Trade Mission

Automotive service equipment such as jacks and tire irons. Estacion de Servicio—Transportes (importer, service station), Km. 1 Carretera Piura, Sullana, Piura. WTD in preparation. TM 137.

Automobile service station equipment, all types. Asociacion de Grifos y Estaciones de

Servicio de Arequipa (association of service station operators), Quinto Piso del Banco Popular, Of. 509, Arequipa. WTD in preparation. TM 249.

Two garbage-collection trucks. Mr. O. Negron, Municipal Government of Piura, Piura. TM 133.

372 Aircraft, parts

VENEZUELA—Small airplanes, spare parts, accessories. Distribution for all Venezuela. Requests replies in Spanish. Hermanos Guedes R. (importer, retailer, sales agent), Carrera 10, No. 31-70, Barquisimeto Estado Lara, Venezuela. WTD 8/20/65.

373 Ship building, repairing

★★ PERU—Trade Mission

Propellers for outboard motors. Redshaw & Stephenson, S.A. (agent), Lampa 879, Office 507, P.O. Box 1130, Lima. WTD 8/10/64. TM 80.

374 Railroad equipment

● **IRAQ**—3 standard gage diesel-hydraulic shunting locomotives. Locomotives to be flameproofed for use inside an oil refinery. Tender No. IRRS/G/IT/23/65, bid deadline Oct. 18. Directorate General, Iraqi Republican Railways Services, Baghdad. Terms and specifications may be obtained from the issuing authority against payment of $42 per copy. Copy of specifications and drawings available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **SYRIAN ARAB REPUBLIC**—10 diesel-electric locomotives, switching engines of 600-650 hp. for Syrian Railways. Tender No. 90, bid deadline Oct. 14. Direction Generale des Chemins de Fer Syriens, Commission des Achats, Enquete No. 90, Boite Postale 182, Aleppo. Terms and specifications available from the issuing authority above, against payment of $5 per copy plus postal charges. Correspondence preferred in French or Arabic.

● **TAIWAN**—Supply of 25 diesel rail cars and 6 trailing cars with spare parts and maintenance tools for express trains on West Lines of Taiwan Railway Administration. Tender No. IB-0003-C, bid deadline Nov. 1. Global tender with financing by IBRD loan. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Copy of specifications and drawings available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

ENGLAND—Scientific instruments for use particularly in medical and environment test fields; instruments and devices associated with temperature measurement and controls. De La Rue Frigistor Ltd. (manufacturers, exporters, sales agents), Canal Estate, Station Rd., Langley, Slough, Buckinghamshire. WTD 8/25/65.

● **THAILAND**—Supply of the following surveying instruments and equipment for an irrigation project: Theodolite with tripod and accessories, 8 units; theodolite with tripod and accessories (including magnetic compass), 24 units; engineers' level with tripod and accessories, 55 units; ⅛″ x 40 m. metallic tape, 75 units; ⅛″ x 100 ft. metallic tape, 55 units; tape repairer, 40 units; hand levels, 12 units. Bid deadline Oct. 12. Bids should be submitted to The Royal Irrigation Dept., Samsen Rd., Bangkok. Copy of terms and specifications available for review only in the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

383 Optical instruments, lenses

GERMANY—Electronic optical instruments. Requests fob quotations. Direct purchase and agency. Otfried Kreutzer (importer, wholesaler), 6 Frankfurt/Main, Karl Stieler Strasse 4. WTD 7/1/65.

384 Surgical, medical, dental instruments

● **ETHIOPIA**—Supply of 326 items in various quantities of surgical, medical, laboratory equipment and supplies including, but not limited to: Alcohol lamps, wooden applicators, plaster bandages of Paris, catheters, adjustable crutches, forceps, gowns, knives, needles, retractors, scissors, scalpels. Tender No. 20, bid deadline Nov. 10. Central Medical Stores Corp., Addis Ababa.★ (Telephone: 202-WO 7-2939).

● **GREECE**—Supply of blood bank equipment including but not limited to: Apparatus for blood transfusions, plasma bottles, mixing tubes, plastic containers, laboratory centrifuges. Tender No. C/638/65, bid deadline Oct. 4. Estimated value, $107,830. Ministry of Commerce, State Purchases Directorate "C," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

★★ PERU—Trade mission

Equipment for artificial insemination of beef and dairy cattle, other livestock. Rifabo, S. A. & IASA, (Inseminacion Artificial, S.A.) (wholesaler, retailer), Av. Buenos Aires 437, Callao. WTD in preparation. TM 51.

● **VIET-NAM**—Supply of 85 items in various quantities of surgical and orthopedic supplies, equipment, appliances. Tender No. 1913-01095, bid deadline Oct. 8. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

VENEZUELA—Safety goggles. Direct purchase and agency for all Venezuela. Requests replies in Spanish. Empresa Diamante (sales agency), Aptdo. 2545, Edificio Caripe, Local B, Piedras a Barcenas, Caracas. WTD 8/26/65.

● **VIET-NAM**—Supply of 23 items in various quantities of ophthalmic goods and instruments including lenses, vials, scopes. Tender No. 1914-02095, bid deadline Oct. 29. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

386 Photographic equipment

GERMANY—Photographic equipment, all kinds. Requests quotations cif Rotterdam or Hamburg. Erich Kaiser (manufacturer, exporter), 6967 Buchen/Odw., Industriegelaende. WTD 10/28/64.

★★ PERU—Trade mission

Cameras. Direct purchase and agency. La Comercial, S.A. (importer, retailer), Mercaderes 236, Arequipa. WTD in preparation. TM 195.

394 Toys, amusement, sporting goods

AUSTRALIA—Dolls in national costumes. Direct purchase and agency. Brook Lodge Products (importers, wholesalers), 174 Dennison Rd., Dulwich Hill, N.S.W. WTD 9/9/65.

★★ PERU—Trade mission

Children's toys. Articulos para Bebes, S. A. Bebelandia (manufacturer, importer), Las Begonias 568, San Isidro, Lima. WTD in preparation. TM 85.

Toys. Direct purchase and agency. Regalos Roxana—Joyeria (importer, retailer), Santo Domingo 200, Arequipa. WTD in preparation. TM 214.

VENEZUELA—Games, toys, all kinds. Direct purchase and agency for all Venezuela. Representaciones y Equipos Marte, S.A. (sales agency), Aptdo. 349, Caracas. WTD 9/3/65.

Toys, all kinds. Direct purchase and sales agency for Venezuela. Requests replies in Spanish. Representaciones Soler, C.A., Sociedad a Camejo 14, Edificio El Profeta, Piso 5, Aptdo. 4, Caracas. WTD 8/26/65.

395 Pens, pencils, office, artists' materials

ETHIOPIA—Office supplies such as thermofax paper, carbon paper, graph paper, onionskin and bond paper, marking pens, scotch tape, stamp pads, mucilage, ruled registers, writing pads, teleprinter rolls, duplicating paper, ball pens, pencils. Price quotations fob New York or cif Djibouti. Mac Stationery (importer, retailer, sales agent), P.O. Box 1570, Addis Ababa. WTD 5/24/65.

FINLAND—All types of pens, pencils, school supplies, including drawing, drafting equipment. Requests full details, prices, terms, samples. Koulutarpeiden Keskusliike Oy (importer, wholesaler, distributor), Koydenpunojankatu 2, Helsinki. WTD 8/26/65.

All types of pens, pencils, marking devices, other related office materials. Requests full details, brochures if available, prices, terms. Direct purchase or agency. Oy Anglo-Nordic Ab (importer, wholesaler, commission agent), Mannerheimintie 18, Helsinki. WTD 8/27/65.

396 Costume jewelry, novelties, buttons, notions

★★ PERU—Trade Mission

Costume jewelry, all types. Direct purchase and agency. Regalos Roxana-Joyeria (importer, retailer), Santo Domingo 200, Arequipa. WTD in preparation. TM 213.

SAUDI ARABIA—Novelties such as fancy jewelry; women's and men's prestige line, including brooches, earrings, bracelets, rings, necklaces, cuff links, tie pins. Importer, wholesaler, retailer, commission agent seeks offers with catalogs and price lists. Middle East Trading Agencies, P.O. Box 132, Medina. WTD 9/1/65.

399 Manufacturing industries

★★ PERU—Trade Mission

Metal frames for women's handbags. Isauro Gutierrez G. (importer, manufacturer, retailer), San Camilo 100A, Arequipa. WTD in preparation. TM 181.

505 Farm products

GERMANY—Corn for popping. Werner Glaser (wholesaler, importer, exporter), 6

Frankfurt/Main, Max Bock Strasse 37. WTD 1/28/65.

509 Wholesalers

CYPRUS—Secondhand jute bags, size 26½" x 44" or slightly larger; should be clean and fumigated, price range low, cif Cyprus ports. The Co-operative Carob Marketing Federation Ltd. (exporter, importer), P.O. Box 305, Limassol. WTD 9/3/65.

● **GREECE**—Potato seed, 8,900 m.t. Bid deadline Oct. 7. Home Products Handling Cooperative Administration (KYDEP), 10 Dorou St., Athens.★ (Telephone: 202-WO 7-4794).

739 Business services

★★ PERU—Trade Mission

Sales engineering services desired for food processing plants. Apin (manufacturer, importer, exporter, wholesaler, retailer), Ave. Tacna 535, Lima. WTD 11/16/64. TM 90.

Agricultural consultant familiar with viniculture (growing grapes for wine); technical assistance desired. Gerardo Diaz, S.A. (manufacturer, wholesaler, retailer), Alto de la Luna 108, Arequipa. WTD in preparation. TM 236.

Mass-housing construction know-how. Cilloniz Olazabal Urquiaga S.A. (builder), Ugarte 201, Arequipa. WTD in preparation. TM 241.

Consulting services desired for agricultural planning for 500-acre truck farm. Super Markets S.A. (supermarket chain), Avenida Larco 670, Miraflores, Lima. WTD 9/8/64. TM 40.

Additional data available on UAR's water analysis job

The General Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo, has issued additional data on the water analysis for various sites, Tender No. 6/65, bid deadline Nov. 20 (INTERNATIONAL COMMERCE, July 5, p. 36).

A copy of the specification is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Iran to buy diesel motors

The Iranian State Railways, Maydane Rahe-Ahan, Tehran has issued Tenders No. 44/975 and 977 for 10 units, 4 stroke water cooled diesel motors, 1,500 r.p.m., 5 units 15 hp. and 5 units 10 hp., one oil transformer, air cooled 400-300 v. + 10%, 750 KW tri-phase, 50 cycles.

Bid deadline is Nov. 13.

A copy of the specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Bid deadline extended

The Superintending Engineer (Hydro) Irrigation & Power Dept., C.D.O. Bldg., J. Tata Rd., Bombay-1, has extended the bid deadline for hydraulic turbines and generators for the Bhatgar and Vir power houses in Maharashtra State from Oct. 6 to Nov. 8 (INTERNATIONAL COMMERCE, Sept. 13, p. 23).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

★★ PERU—Trade Mission

Manmade fiber fabrics, cotton fabrics used in upholstery, particularly close-outs; requests credit terms up to 180 days. Agency for Peru, other South American countries. Cia. de Importaciones Albert S.A. (importer, wholesaler), Lampa 349, Lima. WTD in preparation. TM 10.

Cotton fabrics, synthetic fiber fabrics. Isral Yaker (representative), Caylloma 491, Lima. WTD in preparation. TM 29.

222 Broad woven fabric mills, manmade fiber, silk

IRAQ—Synthetic piece goods, mainly Dacron. Al-Zarqua's Trading & Commission Bureau (commission agent), 314 Damirji Bldg., 3rd Floor, Samawal St., Baghdad. WTD 8/23/65.

229 Textile goods

AUSTRALIA—Waterproof fabrics. Howard Vaughan (Aust.) Pty. Ltd. (manufacturers' representative), 261-263 Pacific Highway, North Sydney, N.S.W. WTD 9/2/65.

BELGIUM—Raw cotton linters. Agency for Europe. L. F. Will & Co. (importer, agent), 499 Avenue Louise, Brussels 5. WTD 9/2/65.

281 Industrial chemicals

FINLAND—Chemicals and pigments for paper industry use; interested in wide range of products. Requests full details, prices, terms. Toiminimi Vesta, Ludwig Wilenius (importer, wholesaler, agent), Dobelninkatu 4B 40, Helsinki. WTD 9/7/65.

★★ PERU—Trade Mission

Chemicals used in the textile industry. Isral Yaker (representative), Caylloma 491, Lima. WTD in preparation. TM 27.

282 Synthetic materials

★★ PERU—Trade Mission

Plastics used in upholstery, particularly close-outs; requests credit terms up to 180 days. Agency for Peru and other South American countries. Cia. de Importaciones Albert S.A. (importer, wholesaler), Lampa 349, Lima. WTD in preparation. TM 9.

Manmade and/or natural fibers. Agency or distributorship. Confecciones Montier S.A. (manufacturer, wholesaler), Av. Militar 2236, Lince, Lima. WTD in preparation. TM 76.

283 Drugs

PAKISTAN—Drugs, medicines, pharmaceuticals; raw materials for production of drugs and medicines. Requests quotations c&f Karachi. Eastern Traders (importer), Opp. Municipal Office, Bunder Rd., Karachi 1. WTD 12/18/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

★★ PERU—Trade Mission

Veterinary products. Sanivet Industrial y Comercial S.A. (manufacturer, wholesaler), Paseo de la Republica 2232, Lima. WTD in preparation. TM 88.

285 Paints, varnishes, lacquers, enamels

PAKISTAN—Raw materials for paint industry. Requests quotations c&f Karachi. Eastern Traders (importer), Opp. Municipal Office, Bunder Rd., Karachi 1. WTD 12/18/64.

287 Agricultural chemicals

★★ PERU—Trade Mission

Fertilizers and seeds. Sanivet Industrial y Comercial S.A. (manufacturer, wholesaler), Paseo de la Republica 2232, Lima. WTD in preparation. TM 87.

325 Structural clay products

★★ PERU—Trade Mission

Bathroom tile fixtures. Luis A. Arana (importer, exporter), P.O. Box 500, Iquitos. WTD in preparation. TM 162.

326 Pottery, related products

★★ PERU—Trade Mission

Earthenware and kitchen articles. Comercial Meneses y Cia. S. A., (importer), Jr. Lima 278, Iquitos. WTD in preparation. TM 152.

331 Steel mill products

HONDURAS—Steel water pipe. Centro Automotriz, S. A. (manufacturers' representative), Attn: Mr. Rodimiro Padilla R. Aptdo. Postal No. 440 Tegucigalpa, WTD 9/10/65.

★★ PERU—Trade Mission

Steel beams, channels, construction elements. Equipos y Servicios Industriales, Peru S. A. (importer), Jiron Ucayli 108, Office 801, Lima. WTD 1/15/65. TM 96.

332 Iron, steel foundries

HONDURAS—Cast iron water pipe. Centro Automotriz, S. A. (manufacturers' representative), Attention Mr. Rodimiro Padilla R., Aptdo. Postal No. 440, Tegucigalpa. WTD 9/10/65.

PAKISTAN—Cast iron pipes. Requests quotations c&f Karachi. Adil Brothers (importer, agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

PAKISTAN—Aluminum sheets and ingots. Requests quotations c&f Karachi. Intrafin (Pakistan) 1963 Ltd. (importer, agent), 2nd Floor, Tavern, Hotel Metropole, P.O. Box 3960, Karachi 4. WTD 2/9/65.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Copper wire. Requests quotations c&f Karachi. I. & S. Corp. (importer, agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Hand tools, all types. Builders' hardware—cabinet ware, locks, special type cupboard catches, bathroom hardware, kitchen hardware and fittings, household hardware. Marine hardware, all types, including boat fittings. Howard Vaughan (Aust.) Pty. Ltd. (manufacturers' representative), 261-263 Pacific Highway, North Sydney, N.S.W. WTD 9/2/65.

343 Heating apparatus, plumbing fixtures

★★ PERU—Trade Mission

Bathroom fixtures. Luis A. Arana (importer, exporter), P. O. Box 500, Iquitos. WTD in preparation. TM 161.

345 Screw machine products

AUSTRALIA—Fastenings, i.e., items similar to self-tapping screws of all types, patented type screws, nylon threaded screws, nuts, washers. Howard Vaughan (Aust.) Pty. Ltd. (manufacturers' representative), 261-263 Pacific Highway, North Sydney, N.S.W. WTD 9/2/65.

346 Metal stampings

★★ PERU—Trade Mission

Kitchen articles. Comercial Meneses y Cia. S.A. (importer), Jr. Lima 278, Iquitos. WTD in preparation. TM 155.

352 Farm machinery

PAKISTAN—Agricultural sprayers, hand and power types; power tillers; threshers. Requests quotations c&f Karachi. Adil Brothers (importer), Baitul Hamd, 140 Bunder Rd., Karachi. WTD in preparation.

★★ PERU—Trade Mission

Small agricultural equipment. Sanivet Industrial y Comercial S.A. (manufacturer, wholesaler), Paseo de la Republica 2232, Lima. WTD in preparation. TM 89.

353 Construction, mining, materials handling machinery

GERMANY—Earth moving machines and equipment; road building machinery. Benno Bechel-Baumaschinen (importer, wholesaler, retailer, sales agent), 7 Stuttgart-Degerloch, Felix Dahn-Strasse 4. WTD 9/3/65.

PAKISTAN—Tractors, industrial; gasoline, electric. Requests quotations c&f Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

★★ PERU—Trade Mission

Construction, road building, tree-clearing equipment. Luis A. Arana (importer, exporter), P.O. Box 500, Iquitos. WTD in preparation. TM 160.

VENEZUELA—Concrete mixing machinery. Sales agency for all Venezuela. Carlos F. Brauneis (agent), Urb. El Avila, Primera Calle del Casquillo, Edificio Maltena, Aptdo. 2, Caracas. WTD 8/16/65.

355 Special industry machinery

★★ PERU—Trade Mission

Packaging machinery for food products. Exclusive agency. Representaciones Stern (agency), Apt. 1963, Lima. WTD in preparation. TM 26.

Textile machinery. Isral Yaker (representative), Caylloma 491, Lima. WTD in preparation. TM 28.

356 General industrial machinery

HONDURAS—Water pumps. Centro Automotriz, S.A. (manufacturers' representative), Attn.: Mr. Rodimiro Padilla R., Aptdo. Postal No. 440, Tegucigalpa. WTD 9/10/65.

PAKISTAN—Air compressors, portable and stationary. Requests quotations c&f Karachi. Groupe Marketing Ltd. (importer, agent), Premier Insurance Bldg., P.O. Box 4144, Karachi. WTD 5/20/64.

358 Service industry machines

BELGIUM—Air conditioning equipment. Agency for Belgium and Luxembourg. Mrs. G. Schild (importer), 61 Avenue Marechal Joffre, Brussels 19. WTD in preparation.

IRAQ—Equipment for water supply and purification plant. Abdul Redha Farhan (importer, contractor, agent), Sa'doun St., Opp. Al-Nasr Cinema, Baghdad. WTD 11/14/64.

361 Electric transmission, distribution equipment

IRAQ—Transformers and switchboards for use by Government agencies. Abdul Redha Farhan (importer, contractor, agent), Sa'doun St., Opp. Al-Nasr Cinema, Baghdad. WTD 11/14/64.

363 Household appliances

NEW ZEALAND—Household appliances, including all types of kitchenware. Hill & Teasdel Ltd. (manufacturers' representative), P.O. Box 77, Wellington. WTD 11/2/64.

★★ PERU—Trade Mission

Refrigerators, kitchen and household appliances. Comercial Meneses y Cia. S.A. (importer), Jr. Lima 278, Iquitos. WTD in preparation. TM 156.

Electric household appliances. Velso Comercial Importadora S.A. (importer, retailer, representative), Santo Domingo 115, Arequipa. WTD in preparation. TM 175.

364 Electric lighting, wiring equipment

★★ PERU—Trade Mission

Components used in manufacture of electric lamps and light-fixtures. Comercial Industrial Del Peru S.A. (manufacturer), Chancay 914, Lima. WTD in preparation. TM 86.

367 Electronic components, accessories

NETHERLANDS—Electronic equipment for industrial automation. Exclusive agency. Handelscompagnie N.V. (importer, wholesaler, exporter, agent, assembler), 1 Waalhaven O.Z., P.O. Box 5050, Rotterdam. WTD 8/30/65.

★★ PERU—Trade Mission

Industrial electronic components. Intesa, Ingenieros-Tecnicos S.A. (importer), Pedro Torres Malarin 178, Pueblo Libre, P.O. Box 5754, Lima. WTD in preparation. TM 110.

369 Electrical machinery, equipment, supplies

★★ PERU—Trade Mission

Electric wire for residential construction. Comercial Meneses y Cia. S.A. (importer), Jr. Lima 278, Iquitos. WTD in preparation. TM 157.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Automotive accessories, particularly new types. Howard Vaughan (Aust.) Pty. Ltd. (manufacturers' representative), 261-263 Pacific Highway, North Sydney, N.S.W. WTD 9/2/65.

HONDURAS—Parts and accessories for automobiles of various makes. Centro Automotriz, S.A. (manufacturers' representative), Attn: Mr. Rodimiro Padilla R., Aptdo. Postal No. 440, Tegucigalpa. WTD 9/10/65.

NETHERLANDS—Automotive parts and accessories, especially exhaust gas purifiers. Not interested in used products. Requests quotations cif Rotterdam. N. V. American Parts Service (importer, wholesaler, retailer, exporter, commission merchant, sales agent), 2 Zonnebloemstraat 2, Breda. WTD 11/17/64.

PAKISTAN—Truck trailers. Requests quotations c&f Karachi. Groupe Marketing Ltd. (importer, agent), Premier Insurance Bldg., Wallace Rd., P.O. Box 4144, Karachi. WTD 5/20/64.

★★ PERU—Trade Mission

Automobile replacement parts, accessories. Mario E. Salcedo (representative), Edificio Boza, Plaza San Martin, Office 213, Lima. WTD in preparation. TM 60.

SPAIN—Air conditioning units for automobiles, trucks, railroad cars. Refracsa (Refrigeracion y Acondicionamiento S.A.) (manufacturer), Carretera del Medio 40, Hospitalet de Llobregat, Barcelona. WTD 8/11/65.

372 Aircraft, parts

PAKISTAN—Aircraft parts and accessories, passenger, civilian. Requests quotations c&f Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

381 Engineering, laboratory, scientific, research instruments

★★ PERU—Trade Mission

Laboratory equipment. Commission agency. Carlos Chirinos Cabrera (consignee), Octavio Munoz Najar 131, Box 984, Arequipa. WTD in preparation. TM 237.

383 Optical instruments, lenses

GERMANY—Industrial stereoscopic microscopes, fiber optics, refractometers, hematological instruments, overhead projectors. Agency representation for W. Germany. Klaus W. Reiser (importer, sales agent), 6 Frankfurt/Main, Hochstaedter Str. 13. WTD 3/17/65.

384 Surgical, medical, dental instruments

PAKISTAN—Surgical instruments, all kinds. Requests quotations c&f Karachi. Eastern Traders (importer), Opp. Municipal Office, Bunder Rd., Karachi 1. WTD 12/18/64.

★★ PERU—Trade Mission

Surgical instruments; hospital equipment. Commission agency. Carlos Chirinos Cabrera (consignee), Octavio Munoz Najar 131, Box 984, Arequipa. WTD in preparation. TM 238.

385 Ophthalmic goods

GERMANY—Ophthalmic instruments, refracting instruments, diagnostic instruments, orthoptic and training instruments. Agency representation for W. Germany. Klaus W. Reiser (importer, sales agent), 6 Frankfurt/Main, Hochstaedter Str. 13. WTD 3/17/65.

386 Photographic equipment

★★ PERU—Trade Mission

Specialized photographic equipment utilizing microfilm; equipment to produce copies electrostatically from negative film originals. Pablo Bonelli & Ingenieros (representative), Ayacucho 172, Office 606, Lima. WTD in preparation. TM 82.

394 Toys, amusement, sporting goods

AUSTRALIA—Fishing reels, mainly salt water types, from beach casting to big game reels. Fiberglass fishing rods, fresh and salt water types. Howard Vaughan (Aust.) Pty. Ltd. (manufacturers' representative), 261-263 Pacific Highway, North Sydney, N.S.W. WTD 9/2/65.

SOUTH AFRICA—All types of toys, games, model kits. M. H. Goldschmidt (Pty.) Ltd. (manufacturers' agent), P.O. Box 200, Cape Town. WTD in preparation.

599 Retail stores

BELGIUM—Gifts, all kinds, in porcelain, glass or earthenware. Agency for Belgium and Luxembourg. A. Smeets (agent), 4 Blvd. Saint-Lazare, Brussels. WTD in preparation.

Leads for Importers

012 Fruit, tree nut, vegetable farms

★★ PERU—Trade Mission

Fresh melons, 15 tons bi-monthly. Guillermo Leigh Barreto (manufacturer, agriculturist), Enrique Palacios 122, Sullana, Piura. WTD in preparation. TM 143.

019 Commercial farms

★★ PERU—Trade Mission

Green coffee, garlic, unprocessed tumeric root. Exportadora Sarfaty S. A. (manufacturer, importer, exporter), Avda. Parra #205, Arequipa. WTD in preparation. TM 202.

149 Nonmetallic minerals, except fuels

★★ PERU—Trade Mission

Translucent and transparent crystalline quartz from natural sources available in unlimited quantities. Victor Oviedo R. (trader, engineer), Casilla 121, Arequipa. WTD in preparation. TM 201.

203 Canning, preserving foods

★★ PERU—Trade Mission

Dried pidgeon peas; available in quantities of 200 to 500 tons per year for direct export to eastern U.S. Comercial Alimenticia Peruana S. A. (COALPESA) (importer, wholesaler), Av. San Pablo 279, Lima. WTD 8/25/64. TM 114.

VENEZUELA—Fresh and frozen fish, whole and in filets. Requests replies in Spanish. Alirio Silva Nieves (exporter), Calle El Recreo, Esquina Avenida Venezuela, Edificio Centinela, Apto. 2-74, Bello Monte, Caracas. WTD 8/7/64.

204 Grain mill products

CYPRUS—Whole and kibbled carobs (Ceratonia siliqua). Carob kernels (seeds) for making glue and/or inedible gelatin. Prices cif or fob; available on demand. The Cooperative Carob Marketing Federation Ltd. (exporters, importers), P.O. Box 305, Limassol. WTD 9/3/65.

★★ PERU—Trade Mission

Starch and flour manufactured from yuca (potato-like tuber). Fernando Woodman (agriculturist), P.O. Box 37, Piura. WTD in preparation TM 147.

209 Food preparations

★★ PERU—Trade Mission

Vegetable coloring matter (achote rojo) for margarine for export direct to eastern U.S. Comercial Alimenticia Peruana S. A. (COALPESA) (wholesaler, importer), Av. San Pablo 279, Lima. WTD 8/25/64. TM 115.

223 Broad woven fabric mills, wool

★★ PERU—Trade Mission

Alpaca wool, mostly white. Producer seeks contact with direct purchasers. Marcelino Meza Santos, (manufacturer) Aptdo. 29-Sicuani, Cuzco. WTD in preparation TM 37.

225 Knitwear

★★ PERU—Trade Mission

Alpaca wool Ponchos. Exportadora Sarfaty S. A. (manufacturer, importer, exporter), Avda. Parra No. 205, Arequipa. WTD in preparation TM 204.

227 Floor covering mills

★★ PERU—Trade Mission

Alpaca rugs; seeks U.S. agent. Textiles Clisa S.A. (manufacturer, exporter, wholesaler), Porongoche, Arequipa. WTD in preparation. TM 198.

289 Chemical products

GERMANY—Chemicals and chemical specialties for use in following industries: metal processing, mining, steel, textiles, glass, ceramics, cosmetics, dry cleaning; cif European ports. Karl Loeffer K.G. (manufacturer, exporter), 1 Delmenhorsterstrasse, 5 Koeln-Niehl. WTD 8/11/65.

307 Plastics products

GERMANY—Soft plastic tubes for cosmetics, colors, foods. Seeks U.S. agent. C. F. Spiess & Sohn (manufacturer, exporter), 6719 Kleinkarlbach/Gruenstadt. WTD 3/12/64.

314 Footwear, except rubber

★★ PERU—Trade Mission

Alpaca slippers. Exportadora Sarfaty S.A. (manufacturer, importer, exporter), Avda. Parra No. 205, Arequipa. WTD in preparation. TM 203.

354 Metalworking machinery

★★ PERU—Trade Mission

Small lathe-like machine for reconditioning cotton gin rollers. Jorge Cheng Valdiviezo (agricultural machinery repair shop), Av. Tacna 405, Pastilla, Piura. WTD in preparation. TM 144.

359 Machinery

KOREA—Piston rings, pistons, sleeves, all sizes. Direct sale or through agents. Hankuk Reeyon Industrial Co., Ltd. (manufacturer, exporter), 223-6 Changsa-dong, Chongno-ku, Seoul. WTD in preparation.

362 Electrical industrial apparatus

GERMANY—Self regulating generators, special type. Direct sale and agency. Rheinische Elektro Maschinenfabrik GmbH (manufacturer, exporter), 102 Blumenstrasse, 415 Krefeld. WTD 8/5/65.

391 Jewelry, silverware, plated ware

★★ PERU—Trade Mission

Silverware and other Peruvian handicrafts; color slides of representative samples available on request; minimum order $500, prices cif. Harry Braun & Associates (exporter), Contralmirante Montero, 355 Miraflores, Lima. WTD in preparation. TM 31.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

COSTA RICA—Marvin Sagot, Importadora Tecnica Industrial Ltda., Aptdo. 3836, Calle 14, Avs. 5/7, San Jose, interested in **water softeners for industrial use and rebuilt metal working machinery**; requesting technical information. Sept. 13 via Miami for 1 month. c/o Costa Rican Consulate General, 211 E. 43 St., New York, N.Y. Itinerary: Philadelphia, New York. WTD 9/1/65.

Rodolfo Hernandez and Edwin Hernandez, Manufacturera de Mantas y Sacos Limitada, Aptdo. 1602, San Jose, interested in **bedspreads and Sheets**; requesting technical information. Sept. 24 or 26 via Miami for 10-20 days. c/o American Textile Manufacturers Association Fair, Atlantic City, N.J. Itinerary: Atlantic City, others to be arranged. WTD 9/2/65.

ENGLAND—Members of the Birmingham Productivity Association on a study tour of **metal processing** in the U.S.: K. B. Haskins, Manager, Birmingham Productivity Service Ltd., Birmingham Productivity Association, Chamber of Commerce House, 75 Harborne Rd., Edgbaston, Birmingham 15; S. A. Hawley, Director, and G. M. Freeman, Managing Director, Samuel Groves & Co. Ltd., Norton St., Hockley, Birmingham 18 (WTD 7/15/65); J. Wright, Assistant Rolling Mills Manager, Enfield Rolling Mills Ltd., Heath St. South, Birmingham 18 (WTD 7/15/65); G. S. H. Ward, Company Director, Heaton Ward Ltd., Holdfast Works, Western Road, Birmingham 18 (WTD 7/15/65); A. V. Albutt, Director, and C. E. Jacks, Director, Ephraim Phillips Ltd., Bissell St., Birming-

ham 5 (WTD 7/15/65); G. H. Birch, Production Engineer, Benton & Stone Ltd., Manufacturing Engineers, Aston Brook St., Aston, Birmingham 6 (WTD under revision); K. F. Hughes, Joint Managing Director, Appleby Edmonds Ltd., Engineers, Pressworkers, Clapgate Lane, Birmingham 32 (WTD in preparation). Sept. 21 via Chicago for approx. 2 weeks. Itinerary: Sept. 21-22 Chicago c/o Allerton Hotel, 701 N. Michigan, Chicago, Ill.; Sept. 23-24 Detroit c/o Sheraton-Cadillac Hotel, Washington Blvd. & Michigan, Detroit, Mich.; Sept. 27 Tiffin c/o Riverview Motel, State Routes 53 and 224, Tiffin, Ohio; Sept. 28-29 Cleveland c/o Sheraton-Cleveland Hotel, Pub. Square & Superior, Cleveland, Ohio; Sept. 30, Oct. 1 Philadelphia c/o Sheraton Hotel, 1725 J. F. Kennedy Blvd., Philadelphia, Pa.; Oct. 2-3 New York c/o Park Sheraton Hotel, 7 Ave. & W. 56 St., New York 19, N.Y.

GERMANY—Paul Meyer, "Jaegermeyer"—Jaeger & Meyer OHG, 75 Karlsruhe-Durlach, Amthausstrasse 16, **visiting U.S. exporters and processors of poultry and purchasing turkey and chicken parts.** Sept. 20 via New York for 2 weeks. c/o Department of Commerce New York Field Office. Itinerary: New York, Wilmington, Chicago. WTD 7/12/65.

INDIA—Jal N. Bhaisa, Hardcastle & Waud Manufacturing Co., Alice Bldg., Dr. Dadabhoy Naoroji Rd., Bombay 1, **interested in U.S. participation in expansion and modernization of his firm's manufacturing facilities for synthetic resin and for the manufacture of industrial laminates.** Sept. 20 via New York for approx. 2 weeks. C/o E. F. Houghton & Co., 303 W. Lehigh Ave., Philadelphia, Pa. Itinerary: Philadelphia, New York. WTD under revision; WTD 10/10/64 on Hardcastle Waud & Co. Private Ltd.

JAPAN—Masaharu Araki, Director, Howa Sangyo Co., Ltd., 34 Sakurada-cho, Atsuta-ku, Nagoya, **interested in machine tool production.** Sept. 15 via Chicago for 1 month. C/o Essex Inn, 8th St. & Michigan Ave., Chicago, Ill. Itinerary: Chicago, Buffalo, Dayton, New York, Honolulu. WTD 11/27/64.

KOREA—Jae Ho Chung, Chairman, and Duck-soo Lee, Economic Advisor, Samho Trading Co., Ltd., Hanil Bldg., 64-5, 2-ka, Choongmu-ro, Choong-ku, Seoul, **interested in contacting major textile fabric and garment dealers; buyers interested in ceramics and earthenware; leather goods** such as suitcases, brief cases, hand bags, belts, jackets; **grass-cloth wall paper; metal goods** such as hand tools, bolts and nuts; **knitted goods and Korean agencies for tractors, related equipment for construction and agricultural use; business machines and office equipment; steel rails, specialty steels, iron and steel scrap including old ship hulks, automotive products, generators and motors; electrical transmission equipment, electronic equipment; licensing arrangements and joint ventures;** and **exploring prefabricated housing and low cost apartment developments.** Sept. 6 via New York for 2 months. c/o Samho (America) Inc., 200 Park Ave., New York 17, N.Y. Itinerary: New York Sept. 9-12, 18-31, Oct. 25-29; Washington, D.C. Sept. 13-17; Chicago Oct. 1-10; Memphis Oct. 11-15; San Francisco Nov. 1-5. WTD 5/20/65.

LIBYA—Aly Sellak, Aly Sellak Co., P.O. Box 2559, Sciara Saidi 50, Tripoli, **interested in discussing plans to build Libyan plants with manufacturers of lead acid storage batteries, canned foodstuffs, chip boards.** Sept. 18 via New York until Oct. 10. c/o Hotel Hilton, New York, N.Y. or Embassy of Libya, 1611 Upshur St. NW., Washington, D.C. Itinerary: New York; Washington, D.C.; Houston. WTD 8/1/65.

PAKISTAN—N. M. Uquaili, Managing Director, Pakistan Industrial Credit & Investment Corp., Ltd., Jubilee Insurance House, McLeod Rd., Karachi, **interested in private sector industrial development in Pakistan including joint ventures with U.S. entrepreneurs.** Sept. 26 via Washington, D.C. until Oct. 15. c/o Mr. Sulaiman, Minister for Economic Affairs, Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington, D.C. or c/o Consul General of Pakistan, 12 E. 65 St., New York, N.Y. Itinerary: Washington, New York.

Mushtaq Ahmad, Manstock Engineering Co. Ltd., 100 Farid Chambers, Victoria Rd., Karachi, **interested in securing agencies from U.S. manufacturers of cotton textile spinning machinery, naptha cracking plant equipment, agricultural machinery and implements.** Sept. 19 via New York for 3 weeks. c/o Barber-Colman Co., Textile Machinery Division, Rockford, Ill. Itinerary: New York; Worcester, Mass.; Atlantic City; Rockford; Chicago; Los Angeles. WTD under revision.

SYRIAN ARAB REPUBLIC—Anwar Challah, Arab World Trade Promotion Center, P.O. Box 1618, Beirut, **interested in Middle East petroleum developments and general trade promotion and information in the Middle East.** Sept. 10 via New York for 1 month. c/o Export Dept., U.S. Steel Corp., 100 Church St., New York, N.Y. Itinerary: New York, Pittsburgh, Tulsa, San Francisco. WTD under revision.

Future Construction

AUSTRALIA—The Federal Parliamentary Public Works Committee has approved a project to build a new **operations room and control tower,** estimated cost £1,200,000 (2,688,000), for Kingsford Smith International Airport in Sydney. This project is one of a number of major works planned for the airport.

BRAZIL—The Inter-American Development Bank has approved a loan equivalent to $16.4 million from its ordinary capital resources **to expand and improve electric power generation, transmission and distribution systems in various areas of Brazil.** Total cost of the program is $53.5 million. The borrower is Centrais Eletricas Brasileiras S.A. (ELETROBRAS), the Brazilian public enterprise responsible for most of the Government's investments in electric power.

ELETROBRAS will use $8.7 million of the loan to provide credits to four other electric power enterprises: Centrais Eletricas de Furnas S.A. (FURNAS), Termoeletrica de Charqueadas S.A. (CHARQUEADAS), Centrais Eletricas de Minas Gerais S.A. (CEMIG) and Centrais Eletricas Fluminenses S.A. (CELF).

Another $4 million will be used to help finance technical assistance for the preparation of basic projects for subsidiary and associated enterprises, training of personnel and provision of certain general and special services related to power development.

Another $3.5 million will help finance equipment for the improvement of the transmission and distribution systems of eight electric power enterprises associated with a subsidiary of ELETROBRAS.

The remaining $200,000 will finance general supervisory costs of the over-all program.

The portion of the loan which ELETROBRAS will relend to the four previously mentioned companies will be distributed as follows:

FURNAS, which operates in Brazil's southern central region, will receive $800,000 for the purchase of equipment for electronic accounting, shops and laboratories, telecommunications, maintenance and transportation.

CHARQUEADAS, which operates in the State of Rio Grande do Sul, will receive $2 million to help finance the installation of an additional 18,000-Kw. generating unit at the Charqueadas thermoelectric plant and the construction of a system of transmission lines from the Alegrete thermoelectric plant which will provide power to 14 communities.

CEMIG, which operates in the State of Minas Gerais, will receive $3.7 million to help finance the installation of 11 new substations and more than 140 miles af additional transmission lines and the purchase of operating and maintenance equipment.

CELF, which operates in the State of Rio de Janeiro, will receive $2.2 million to help finance the installation of 161 miles of interconnection lines, construction of interlinking substations and expansion of the subtransmission system.

The $4 million to be used by ELETROBRAS in providing services for its subsidiaries will help finance contractual services for the preparation of power projects, training of personnel abroad through fellowships and purchase of equipment for aerial surveys, a computer, engineering instruments and laboratory equipment. Part of these funds will be used for the installation of electric power distribution equipment in Rio de Janeiro, control of interconnected operations and the purchase of portable generator units for emergency purposes.

The remaining $3.5 million of the loan will be applied to the purchase of equipment to improve the transmission and distribution systems of eight companies operating in various Brazilian states which belong to the Companhia Auxiliar de Empresas Eletricas Brasileiras, a subsidiary of ELETROBRAS.

The Bank's loan will finance 30.6%, ELETROBRAS 16.1% and its subsidiaries or associated enterprises the remaining 53.3% of the total cost of the program.

GREAT BRITAIN—(1£=U.S.$2.80). Imperial Chemical Industries Ltd. has announced plans for the construction of a £31 million **nylon polymer plant** at Ardeer, Ayrshire, Scotland. The plant—the largest single capital project ever undertaken by ICI—will come on stream sometime during 1967 and will employ about 1,100 people when fully operational.

MALAYSIA—(M$3.03 = U.S.$1). Following a meeting with the Minister of Local Government & Housing, Khaw Kai Boh, the Mentri Besar (Chief Minister) of Perak announced that **3,800 low-cost housing units** will soon be constructed in Perak at a cost of M$14 million. The Government will supply M$11.9 million toward the project from the M$50 million grant to launch low-cost housing this year. Most of the units (3,000) will be constructed in Ipoh.

NIGERIA—The Agency for International Development's $7.6 million capital assistance loan will help finance a **65-mile heavy duty road** between Port Harcourt and the town of

Umuezeala in the central part of Eastern Nigeria.

The new road will link the seaport with important inland commercial centers. It will replace an earth road serving an area of rapid economic growth which provides about 45% of the world supply of palm kernel.

In the Port Harcourt area, growing petroleum production is achieving prime importance to the Nigerian economy.

Economic and preliminary engineering studies for the project were completed by Louis Berger Associates of Orange, N.J. Construction will be carried out by a U.S. contractor under supervision of a U.S. engineering firm.

PERU—A program to install or **expand water supply and sewage systems** in about 100 communities whose populations range from 2,000 to 30,000 inhabitants is to be financed with a Inter-American Development Bank loan equivalent to $8.1 million.

The program will be carried out by the Ministry of Development and Public Works through its sanitary works agency.

The water supply and sewage program (total cost. $13.7 million) is included in Peru's National Public Works Plan. The proposed facilities will provide water and sewage services to about 600,000 persons. The water systems are designed to supply about 200 liters of water per capita daily.

In March 1964, the Inter-American Bank had approved a loan of $1,650,000 from the Social Progress Trust Fund to help finance a similar program for 150 communities with populations of under 2,000 each, which will benefit about 150,000 persons.

The new program calls for the construction or improvement of water supply and sewage systems in about 100 communities, installation of water meters and home connections in another 50 communities, purchase of equipment to carry out the projects, provision of technical assistance for the training of personnel and establishment of adequate systems of rates and collection.

The sanitary works agency proposes to adopt an over-all system of rates that will permit the financing of operating, maintenance and administration costs of the systems to be built or expanded, as well as the debt service and costs of future improvements.

SOUTH AFRICA—(1 Rand = about U.S. $1.40).—The Johannesburg City Council will invite bids for various projects in their **motorway construction program.** The contracts herewith listed give the months in which the contracts will be advertised and estimated costs of the projects:

North-South Motorway (Central): Westgate Dump Area. Foundations in shafts (one of the smaller contracts). *October.* Estimated cost: R70,000.

East-West Motorway (Central): Booysens Rd. to Eloff St. Extension (2,000 ft. of elevated six-lane motorway). *January, 1966.* Estimated cost: R2 million.

East-West Motorway (Central): Eloff St. Extension to Heidelberg Rd. Interchange (2,000 ft. of elevated six-lane motorway). *February, 1966.* Estimated cost: R2 million.

North-South Motorway (Central): Jan Smuts Avenue Bridge (one of the smaller contracts). *February, 1966.* Estimated cost: R120,000.

Siemert Rd./Sivewright Ave. Expressway: End St.-Siemert Rd. (3,500 ft. of two-lane, one direction, south to north, elevated motorway, with ancillary on and off-ramps). *February, 1966.* Estimated cost: R1 million.

East-West Motorway (Eastern): Kazerne Bridge to eastern municipal boundary (3.4 miles of ground level motorway with three 'diamond' interchanges and one 'trumpet' interchange). *April, 1966.* Estimated cost: R2 million.

East-West Motorway (Eastern): Bridge over Kazerne Yards, from Heidelberg Rd. Interchange to east of Railway Yards (1,000 ft. in length). *June, 1966.* Estimated cost: R1.5 million.

East-West Motorway (Central): Heidelberg Rd. Interchange (a modified 'cloverleaf' incorporating several viaducts and grade structures). *June, 1966.* Estimated cost: R2 million.

North-South Motorway (Central): Westgate Dump Area: Foundations and structures (one of the smaller contracts). *October, 1966.* Estimated cost: R500,000.

Write: City Engineer's Dept., P.O. Box 4323, Johannesburg, telephone: 838-3174.

THAILAND—U Nyun, Executive Secretary of the United Nations Economic Commission for Asia and the Far East (ECAFE) announced last week at the closing session of the Mekong Committee in Vientiane that a number of cooperating countries, including the United States, Japan, Netherlands, India and Italy, had given indications of likely contributions totaling $21.45 million towards implementing the first phase of the Nam Ngum **tributary project** in Laos.

The first phase of the Nam Ngum project, estimated to cost $26 million, involves construction of a dam including a 30 M.V. generator, 115 K.V. line from Nam Ngum to Vientiane and from Vientiane to Udorn in Thailand for hookup with the Thai network.

At the session, three plans of operations were signed:

The United States Government signed a project agreement for the study of Phase Two of the Pa Mong project under which the United States will provide a 38-man team of specialists and related supplies and equipment costing approx. $4 million over a three-year period. The Government of Thailand will provide an additional $7 million required for the study.

A pilot station for irrigated agriculture at Battambang in Cambodia. This Special Fund/FAO project will provide demonstration and training in methods of irrigated agriculture in an area to be developed by irrigation with water from the Battambang River. The Special Fund contribution to the project will be $496,300, Government counterpart fund, $500,000, and Government contribution towards local operating costs, $46,600.

The Special Fund will transfer to the Mekong Committee $50,000 worth of agricultural equipment being used in the Vientiane Plain No. 1 Experimental and Demonstration Farm. Under this agreement, the Committee will turn over the operation of the farm to an Israeli team.

TURKEY—A **power transmission system** to connect a future major source of electricity with the country's most industrialized area is to be constructed. An authorized loan of $7,690,000 by the Agency for International Development will finance foreign exchange costs of a 380-kv. transmission line to bring power from the Gokcekaya hydroelectric plant on the Sakarya River in northwestern Turkey to the Northwest Anatolia system serving the fast-developing area around Istanbul and Ankara.

The 300-megawatt Gokcekaya hydro project, formerly the Ciceroz project, will be built with the help of a previously authorized AID loan of $20.4 million. Tenders for construction contracts for the dam are being prepared by the Turkish Ministry of Energy & Natural Resources with the assistance of Ebasco Services, Inc. of New York, project engineering contractors. According to present plans, the Gokcekaya plant will be in production by 1969.

The new loan will pay for design and construction of transmission lines, substations and switchyards, training of Turkish personnel in construction, operation and maintenance.

Procurement of all major components will be from the United States, except for conductor cable and steel for towers and structures. The cable will be purchased with local currency from a plant known as Turkkablo, located near Izmit. The enterprise, which was established by the Kaiser Aluminum interests with Turkish and Finnish backing, received a "Cooley" local currency loan equivalent to $800,000 from AID in 1963.

The cable and steel will be part of the commodities and services, estimated to cost the equivalent of $12,255,000 in local currency, to be financed by the Government of Turkey through Etibank, the State agency which will be directly responsible for constructing and operating the transmission lines. Etibank will be assisted by U.S. experts in stringing the conductors and in project management by a U.S. consulting engineering firm.

VENEZUELA—(1 bolivar=about U.S. 22¢). The Venezuelan Development Corp. (CVF) intends to call for proposals for the financing equipping and construction of five **slaughterhouses.**

The CVF/Ministry of Agriculture commission recommended establishment of plants at El Rastro (now being built privately under a CVF loan), Achaguas, El Vigia, Aragua de Barcelona, Barinas, Barquisimeto.

The CVF estimates that each slaughterhouse would require about Bs 6 million in investment, including Bs 4 million for buildings and equipment. For the latter, the corporation's participation would be in loans. It is anticipated that stockholders would include livestock producers. In accordance with the counsel of the Ministry of Agriculture and the Ministry of Development, the CVF has designed a basic model slaughterhouse with a capacity for 200 animals per day. The Corporation will solicit bids for a package proposal for equipping and construction of the slaughterhouses and financing. The Venezuelan Development Corporation is located in Caracas.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Ireland extends bid deadline

The Electricity Supply Board has extended the bid deadline on tender No. ENQ/9122/PS for the supply of 10 kv, 6.6 kv and 380 volt switchgear and control room equipment for the Great Island Generating Station, County Wexford from Oct. 18 to Oct. 29 (INTERNATIONAL COMMERCE, Sept. 13, p. 24).

A copy of the specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Principal Manufacturing Industries of Peru. Two parts: OBR 65-58A and OBR 65-58B. 42pp. overall. Part I (65-58A) covers the industries dealing with foods, fisheries, beverages, tobacco, textiles and leather; Part II deals with the forest products, printing, rubber, chemicals, petroleum, nonmetallic mineral manufactures, nonferrous metals, iron and steel, metalworking, and other manufacturing industries.

Establishing a Business in Sweden. OBR 65-62. 12pp. Describes the Swedish investment climate, legislation governing investment, permissible forms of business organization; industrial property protection; employment; taxes which foreign businesses may become subject to; availability of capital; basic economic facilities, and investment information services.

Market Factors in Turkey. OBR 65-63. 10pp. Summarizes the outlook for sales of U.S. goods to Turkey; the scope and nature of the market; the competitive factors likely to be encountered; and gives a market analysis for selected commodities and services.

Selling in Germany. OBR 65-64. 18pp. Charts the road to selling in the German market, highlighting commercial practices, marketing aids, government procurement, consumer sales to U.S. armed forces, and providing notes for business travelers.

Basic Data on the Economy of Poland. OBR 65-65. 23pp. Gives general economic information on Poland, and describes the structure of the economy, the various industrial sectors, the labor force, finance, domestic and foreign trade, with special treatment of U.S. trade with Poland.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Italy in profile

***Italy An Economic Profile, 1964*, was recently published in English by the Italian Embassy in Washington, D.C. Put out yearly, the book contains information on general economic and commercial developments in Italy as well as detailed data on the GNP, consumption, investment, trade, wages and finance.**

All U.S. Department of Commerce field offices have a copy available for consultation.

A free copy of the publication can be obtained by writing to the Commercial Office of the Italian Embassy, 2401 Fifteenth St. NW. Washington, D.C. 20009.

***Pharmaceutical Regulations in French-Speaking Africa.* Published by the Bureau of International Commerce, Dept. of Commerce. 27pp. 25 cents.**

This report has been prepared in an attempt to meet the informational needs of United States pharmaceutical exporters in introducing their products into new African markets, particularly the 18 French-speaking nations where trade regulation data of this type have often been lacking. The report is based on information forwarded from U.S. Embassies in Africa.

Write: Sales and Distribution Section, Dept. of Commerce, Washington, D.C. 20230.

Information concerning the import duties and licensing of pharmaceuticals in a particular country is obtainable from the Africa Division, Office of International Regional Economics in the Department of Commerce. The names and addresses of pharmaceutical importers in these countries are contained in Business Firms Lists for each country which are available through your local Department of Commerce Field Office.

***Byggeriets Indkobsbog—1965 (Directory of Builders' Supplies—Denmark).* Published by Byggecentrum in cooperation with Teknisk Forlag A/S (Danish Technical Press). 334 pp. $4.90 (postpaid).**

The directory comprises an alphabetical listing of Danish suppliers to the building industry; a listing of the Danish agencies of foreign manufacturers, and a classified section of about 500 categories of building materials listed according to the internationally used S f B system recommended by The International Building Classification Committee (IBCS).

A special section lists Danish associations, institutions, and groups within the building trade. The directory is available in Danish only.

Write: Teknisk Forlag A/S, 4 Skelbaekgade, Copenhagen V, Denmark.

***Croner's World Directory of Freight Conferences (4th Ed.)* By R. Kenneth Bridges. Croner Publications, Ltd., London. 293pp. $15.**

This new edition is a complete revision, now listing some 340 conferences. Under the conference system, the shipping companies operating liner services on various routes banded themselves together in associations. They agreed to maintain regular services and fixed rates for freight, which were the same for all shippers, large or small.

Four quarterly supplements are included in the purchase price.

Write: Croner Publications, Ltd., 211-03 Jamaica Ave., Queens Village, New York, N.Y.

Going to Hong Kong?

Japan Air Lines is distributing *Hong Kong for the Businessman*, containing useful information on local legislation, business practices and other aspects of trade and industry.

The 40-page, pocket-sized booklet explains Hong Kong's practices regarding duties, licensing of imports, quality standards, patents, copyrights and trade marks in addition to describing the British Colony's visa, passport and health regulations.

Write: Business Travel Department, Japan Air Lines, 240 Stockton St., San Francisco, California 94108.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—201-965/10

Calendar *for international traders*

September

28—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

28—In-Office Workshop, Field Office, **Dallas.** Sponsors: Field Office, Department of Commerce; REEC.

28—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

28—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

28—Exporters Roundtable, Market Development in Australia-New Zealand, Field Office, **Los Angeles.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

28—Export Counseling, Chamber of Commerce, **Pittsburgh.** Sponsors: World Trade Council; Field Office, Department of Commerce; REEC.

28—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

29—In-Office Meeting, Field Office, **Chicago.**

29—Export Expansion Conference, **Lancaster, Pa.** Sponsors: Manufacturers Assn. of Lancaster County; REEC.

29—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

29—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

29-1—Seminars on Problems and Policies of Tax Planning and Control in International Operations and Coping with Foreign Exchange Problems in International Operations, AMA Headquarters, **New York.** Sponsors: American Management Assn.

30—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

30—Illinois State Chamber of Commerce, annual convention, Palmer House, **Chicago.** Speaker: Secretary of Commerce John T. Connor.

30—In-Office Export Conference, American National Bank, **St. Paul, Minn.** Sponsors: Field Office, Department of Commerce; REEC; American National Bank.

30—International Trade Course, 1st of 12 weekly sessions, Hofstra University, **Hempstead, N.Y.** Sponsors: Hofstra University; Long Island Assn. of Commerce and Industry; Field Office, Department of Commerce; REEC.

30—In-Office Export Seminar, 9:30 a.m., Field Office, **San Francisco.**

October

1—Chamber of Commerce Meeting, Palmer House, **Chicago.** Speaker: John T. Connor, Secretary of Commerce.

4—Foreign Trade Management Course, first of nine weekly meetings, Newark Extension Center, **Newark, N.J.** Sponsors: Newark Extension Center, Rutgers University; Field Office, Department of Commerce; New Jersey Dept. of Conservation and Economic Development.

4—Far East-America Council, annual convention, Waldorf Astoria Hotel, **New York.** Speaker: Secretary of Commerce John T. Connor.

4—Businessmen's Consultations with Eugene A. Bird, Commercial Attache, Cairo, Field Office, **Chicago.**

5—World Trade Committee, Dallas Chamber of Commerce, Baker Hotel, **Dallas.**

5—In-Office Meeting, Chamber of Commerce, 12 noon, Germania Club, **Freeport, Ill.**

5—"First Step" Export Expansion Workshop, Field Office, **Memphis.** Sponsors: Field Office, Department of Commerce; REEC.

6—In-Office Export Workshop, 9 a.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

7—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

7—International Financing Conference, Waldorf Astoria, **New York.** Sponsor: National Industrial Conference Board.

7—Patent and Trademark Protection in U.S. and Abroad, meeting, 9:15 a.m., Pick-Congress Hotel, **Chicago.** Sponsor: Illinois Manufacturers' Assn.

7—Milwaukee World Trade Club, Holiday Inn-Central, **Milwaukee.**

7—REEC Meeting, Hotel Peabody, **Memphis.**

8—Upper Midwest REEC Meeting, Hotel Leamington, **Minneapolis.**

11-14—54th Annual Convention, American Assn. of Port Authorities, Golden Triangle Motor Hotel, **Norfolk, Va.**

12—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

12—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Expansion Aids, Prom Motel, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; International Trade Club; REEC.

13—Export Managers Assn. of Southern California, **Los Angeles.** Speaker: Paul E. Pauly, Bureau of International Commerce.

13—Mobile "Profits in Exports" Conference, 11:30 a.m., Clam House, **Hoboken, N.J.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

13—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

14—In-Office Meeting, Field Office, **Chicago.**

14—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

14-15—Western International Trade Group, Fall meeting, Sheraton Marina Hotel, **Los Angeles.** Speaker: A.B. Trowbridge, Asst. Secretary for Domestic and International Business.

18-20—Defense Supply Assn. National Convention, Statler Hilton Hotel, **Washington.** Speaker (20th): Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.

19—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19—In-Office Export Workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

19-20—Commercial Chemical Development Assn., annual convention, International Inn, **Washington.** Speakers: E. E. Schnellbacher, Bureau of International Commerce; F. D. Hockersmith, Acting Adminstrator, BDSA; Dr. Andrew F. Brimmer, Asst. Secretary for Economic Affairs; Dino Villa, Bureau of Census; Louis Paradiso, Office of Business Economics.

20—Exporting Workshop, 1 p.m., Chamber of Commerce, **Manchester, N.H.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

21—Indianapolis Chamber of Commerce Export Work Shop, Chamber of Commerce, **Indianapolis.**

21—International Trade Conference, Chamber of Commerce, **Indianapolis.** Speaker: Roy L. Morgan, Director, Office of Field Services.

21—World Trade Week, International Business Day, Southern Methodist University; Dinner, Apparel Mart, **Dallas.** Sponsor: Chamber of Commerce.

21—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

21-22—17th annual Virginia World Trade Conference, **Old Point Comfort, Va.** Speakers: Robert L. McNeill, Deputy Asst. Secretary for Trade Policy; E. E. Schnellbacher, Bureau of International Commerce.

22—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

22—2nd Detroit World Trade Conference, Rackham Bldg., **Detroit.** Sponsors: Field Office, Department of Commerce; Greater Detroit Board of Commerce; Michigan State Bar; Detroit Bar Assn.; University Center for Adult Education.

UNITED STATES
GOVERNMENT PRINTING OFF
DIVISION OF PUBLIC DOCUME
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

POSTAGE AND FEES PAID
GOVERNMENT PRINTING OFFICE

First-Class Mail

The World's Foremost Business Newspaper

The Journal of Commerce AND COMMERCIAL

© Twin Coast Newspapers, Inc. 1965

NEW YORK, FRIDAY, AUGUST 6, 1965

VOL. 285—NO. 20,981

"I am planning to enter the field of foreign trade. I think it has a future for me. Please tell me how to go about it

...with it intelligen... There are a good many books on subjects like this, espe-cially some of those distrib-uted practically gratis by the Department of Commerce. These we recommend.

The Semiannual CHECKLIST, containing titles and descriptions of all Department of Commerce international business publications, and instructions for ordering them, can be obtained free by writing: U.S. Department of Commerce, Sales and Distribution, Washington, D.C. 20230

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce